

# EXPORT &

INCORPORATING  
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**IVECO Z TRUCK:**  
The Zero-impact concept truck

**IVECO**  
Your partner for sustainable transport

AWARDS  
EDITION









THE NEXT GENERATION SCANIA

# PREMIUM REDEFINED



**TRUCK OF  
THE YEAR**

# Mercedes-Benz Arocs lifts AG to new heights

AG (Acheson & Glover) has laid firm foundations for future success by commissioning the first six Mercedes-Benz Arocs tractor units to enter service in Northern Ireland.



**They pull new** SDC dropside trailers with rear-mounted Palfinger crane grabs, and are being used to deliver paving products and bulk aggregates throughout Ireland. Three are based at the operator's headquarters in Fivemiletown, Co. Tyrone, one at nearby

Ballygawley, and the remaining two at a depot in Toomebridge, Co. Antrim.

"Manufacturing companies across the UK and Ireland have undoubtedly had a tough time of it in recent years," acknowledged AG Chief Executive Officer Stephen Acheson. "But

business is on the up and at such times it is important to grow. This new fleet of vehicles is one of many strategic investments we're making."

The muscular Arocs range is purpose-designed for construction-related applications. "These smart new trucks are impressively robust and well-suited to the work," confirmed Operations Manager Lyle Cairns. "They are also fuel-efficient and have been well received by our drivers, while dealer Mercedes-Benz Truck & Van (NI)'s Dungannon workshop is conveniently located."

The new tractors are all 6x2 Arocs 2545 models with ClassicSpace cabs and advanced, 330 kw (450 hp) six-cylinder engines paired with smooth Mercedes PowerShift 3 automated transmissions. They have joined a fleet of rigid tippers, tractors and bulk tipping trailers, tipper-grabs, and flat-bed vehicles and trailers with grabs, in which two other truck manufacturers

have previously held sway.

Not only are the Arocs AG's first Mercedes-Benz vehicles, but in another 'first' for the operator it chose contract hire as the acquisition method. They are the subject of seven-year CharterWay agreements from Mercedes-Benz Financial Services. "The rates are competitive, which was another reason we chose these trucks," added Lyle Cairns.

"Once we've been running these Mercedes-Benz trucks for a full year we will review our experience. The evidence to date, though, is certainly encouraging. The Arocs are performing very well, and currently returning an acceptable average of 8.9 mpg, although these are still early days and the figures are getting better with daily use.

"Meanwhile, the customer support we've received from Mercedes-Benz Truck & Van (NI) has been exemplary – the dealer's Dungannon workshop team have been very helpful indeed."

## Smartdrive Wins Best Fleet Safety Product Award

SmartDrive Systems has received Brake's prestigious Fleet Safety Product – In-Vehicle Technology award for its SmartChoice video-based driver risk management safety programme.

**The leading road** safety charity, Brake, presented this and other awards at its recent annual Brake Fleet Safety Awards which recognise organisations for their contribution to improving the safety of

at-work drivers and other road users.

The only truly modular video-based driver risk management safety platform, SmartDrive's portfolio of solutions enable commercial vehicle fleets of all types and sizes – van,

truck and passenger transit – to proactively engage in improving driver behaviour, cut costs and save fuel, at a budget and level that is flexible to fit differing business requirements.

Users can typically reduce collision frequency by more than 50%, by capturing and coaching out risks, changing driver culture and improving safety with a consistent and programmatic approach.

## Diamond Trucks Appoint Dealer Principal

Iain Latimer is settling into his new role as Dealer Principal at Diamond Trucks in Mallusk where he was previously Sales Executive.

**Iain, whose involvement** with Renault Trucks stretches back to 2002, says he's ready for the challenges ahead as he and his team continue to cement what has been a very successful period for the dealership acquired by the Dublin based Setanta Group in 2015.

He began his career in the industry back in 2000 at the former Dukes Transport company in Portadown where he was Fleet Administrator. He later joined Coulter Truck and Van in Mallusk; it was taken over by Renault Trucks in 2010 where he found himself in a Business Development role before moving into sales.

"The business has come through some challenging times in the

past, but since the establishment of Diamond Trucks, we have enjoyed some notable success with the Renault brand and now as Dealer Principal I am hoping to build on that," says Iain.

It's a new position at the dealership which is headed up by Managing Director Harry Nash, and Iain now becomes responsible for the day to day running of the business, covering both sales and aftersales.

"In Renault Trucks we have a great product range that will enable us to further grow the dealership," says Iain. "Our main priority is to provide our customers with a first class service and the highest levels of support, while working to bring on board new customers.



Iain Latimer, Dealer Principal Diamond Trucks

"We operate in a fast moving industry, but it is an enjoyable one and we have an enthusiastic and dedicated team of people here, some of whom have been associated with the Renault brand for many years, so I am very confident of moving the dealership forward to the next level."



# EXPORT & FREIGHT

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**NOV-DEC 2016**

## COVER STORY

**IVECO Z TRUCK:**  
The Zero-impact concept truck



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### COMMENT



Welcome to this bumper edition of Export & Freight which includes a comprehensive look back in words and pictures at our Transport & Logistics Awards, and what a memorable night it was, with record entries and a record attendance; we are truly appreciative of your continuing and overwhelming support.

We are in an industry that never stands still, and lots of companies have been on the move in recent months, investing in their businesses, expanding their product portfolios and services and planning for the future, undeterred by Brexit, as you'll discover in this issue.

Transport Training Services at Nutts Corner in County Antrim has also been on the move, with a new team of highly experienced managers, headed up by a new CEO, having been put in place in recent months. We've been talking to the team to find out how they plan to take TTS forward.

We've also been catching up with the Vice President at Thermo King to hear about some innovative new developments in the world of refrigerated transport, and we have a six page review of the recent IAA in Germany where there were over 300 world premieres.

As usual, our test drivers have been busy in recent weeks, getting up close and personal with the Renault T480 6x2 and DAF's CF 310, and there's also plenty to talk about in the world of vans, not least the launch of Volkswagen Commercial Vehicles' new Crafter, voted Van of the Year, and MAN's foray into the van sector with the introduction of the new TGE; we have reports on those and other developments in our Van Ireland section.

On the shipping front, Stena Line is celebrating a very successful first five years on its Belfast to Liverpool and Heysham routes which have experienced significant growth over that time, while Seatruck Ferries has expanded its capacity on its busy Heysham Dublin daily service.

As we said, our industry is one that undergoes constant change as it moves and adapts to the needs of its customer base, and it's no different here at Export & Freight where we are currently developing an exciting new website to better reflect and promote the activities of our vibrant transport and logistics sectors.

In the meantime, you can still keep up to date with what's happening across our industry 24/7 by logging on to our 'old' site at [www.exportandfreight.com](http://www.exportandfreight.com)

**Helen Beggs, Editor-in-Chief/Publisher**  
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**EXPORT & FREIGHT**

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# Knights of Old Group launch dedicated 'Ireland Express' service

With the mantra 'You can't get pallets to or from Ireland any quicker', The Knights of Old Group and VOREX have collaborated to launch a brand new service dedicated to serving Europe's fastest growing economy.

In post-Brexit Britain, whilst trade deals with the UK are still being brokered around the globe, the launch of the dedicated Ireland Service is a move to support trade between the UK and Ireland, its fifth biggest trading partner, and beyond into Europe.

With Ireland recording a hugely impressive €75 billion rise in exports in 2015, from €220 billion to €295 billion, now is the perfect time to launch a service dedicated to serving and helping grow this important economy within Europe.

The Group's 460 dedicated partners and 53,000 employees have extensive knowledge working with freight into and out of Ireland,



through the UK, Europe and beyond.

Operating a distinctive green livery whilst maintaining the Knights of Old and VOREX branding respectively, 'Ireland Express'

will offer options of next day or economy services, late cut-off times, time specific deliveries, dedicated customer service management teams and a 24/7 service.

## 24 HOUR VOLVO

OUR PASSION. OUR PEOPLE.

02:27

02.27am... Master Technician Kevin Beasley, Volvo Truck and Bus Centre East Anglia, gets his call from Volvo Action Service, 65 minutes later it's another job well done! It's the strong Volvo network and passionate people like Kevin who make this possible – every time.

Discover more [www.volvotrucks.co.uk/volvo24](http://www.volvotrucks.co.uk/volvo24)



# Lisburn company 'lifts' up a £415,000 contract

Lisburn based forklift company, The Alexander Group, has secured a significant contract worth £415,000 to supply vehicles to Encirc Glass Ltd in Fermanagh.

**The latest deal** between the companies, who have worked in partnership for a number of years, will see The Alexander Group supplying 16 new Linde Forklifts to Encirc to add to the existing fleet of circa 100 Linde trucks. The Alexander Group, the sole supplier of Linde Forklifts in Northern Ireland, will see this contract not only help to secure further jobs and match ambitions for both companies but the large order also represents an increased

partnership between the two Northern Ireland companies.

"I'm delighted that we have secured this significant deal with our colleagues at Encirc," said Kieron Holmes of the Alexander Group. "This means that we can go forward into 2017 with a relationship that provides top range Linde Forklifts for an innovative company based here in Northern Ireland."

Encirc manufacture container

glass and offer a complete supply chain from its Derrylin base and a site in Elton, Cheshire.

John McNally, Encirc Logistics Manager Ireland & England said: "Linde Forklift trucks have been our first choice for many years due to their fuel efficiency, durability and safety. This coupled with the service support provided by The Alexander Group makes Linde the perfect fit for our materials handling needs."



John McNally, Encirc Logistics Manager Ireland & England is pictured alongside Kieron Holmes from the Alexander Group.

## Hamilton welcomes Northern Ireland export success

Economy Minister Simon Hamilton has welcomed the continued strong performance by Northern Ireland exporters reported in the recently published HMRC export data.

"To record a growth of 9.5% on a rolling twelve month period, is hugely encouraging, particularly against a backdrop where Scotland, England and Wales have reported declines and the UK is down overall.

"This is a clear signal that the Executive's

strategy of having a strong focus on exports and supporting businesses to expand into new markets is working. We are committed to making sure that businesses can operate in a successful environment and are equipped to take advantage of the new realities

and opportunities which will emerge.

"Through my Department, Invest NI is finalising an exports and international trade plan which will ensure that our companies are best placed to do so. These HMRC results give us a firm foundation on which to build and seize upon the undoubted trade opportunities that exist around the world. As I continue to promote Northern Ireland as a place which is open for business, growing our export markets will be one of my main focuses in the months ahead."

**Volvo Trucks. Driving Progress**

# FTAI announces first Gold accredited member

**FTA Ireland has announced its first Gold accreditation – the highest level in its operator compliance scheme – which has been awarded to Brakes Ireland.**

**Brakes has been** a member of the scheme since 2012 and has shown consistently high standards of compliance and professionalism in the day-to-day management of its fleet and drivers.

Aidan Flynn, FTA Ireland's General Manager Business Services, said: "As the first FTA Ireland member to achieve this standard, Brakes has demonstrated that the company consistently meets the minimum legal standards in fatigue, roadworthiness, driver competence, road traffic rules, safe and secure loads, road haulage operator licencing, professional competence, sustainable operations and contractor and agency management.

"In addition, this company demonstrated the highest standards of KPI and quality monitoring with continuous improvement

at the cornerstone of how it carries out its business. This is a significant achievement for Brakes and a milestone for the membership of FTA Ireland."

Richard Mc Grath, Brakes Ireland Operations Director, said: "Brakes Ireland is delighted to achieve the highest standard in operator compliance with the FTAI Gold accreditation and obtaining Gold ensures Brakes Ireland is safeguarding the safety our colleagues, customers and members of the public at all times."

Brakes is a dedicated all Ireland foodservice provider delivering an extensive range of fresh, frozen, ambient and non-food products on a daily basis with distribution centres in Dublin, Cork, Galway, Lisburn and Strabane. Richard Mc Grath and his

team put a lot of effort and time into preparing for the FTA Ireland audit and this has paid off with the Gold accreditation.

Brakes has set the standard not just for FTA Ireland's members to follow but also within the transport and logistics sector. The accreditation scheme recognises the effort made by companies make in operating to the highest professional and compliance standards for both their drivers and their vehicles. As such, earned recognition must be valued by consignors, insurers and clients of operators that strive to achieve these standards.

The FTA Ireland accreditation scheme is an initiative developed by FTA Ireland members. With the accreditation available at Bronze, Silver and Gold standards, it aims to recognise, encourage and promote good practice in the operation of goods and passenger vehicles. FTAI members wanted to develop a graduated accreditation system in order to encourage improvement in the sector and recognise those organisations operating at the highest levels.

## New and updated FORS Standard 4.0 – the 'greenest' to date

**FORS, the Fleet Operator Recognition Scheme, has released the latest issue of its FORS Standard (version 4.0). This latest update is clearer, easier to understand and contains more specific guidance on how FORS applies not only to trucks, but also to vans and to PSVs.**

**FORS Standard 4.0** features its strongest environmental credentials to date. "This is our greenest ever FORS Standard," said FORS Concession Director, John Hix, "NOX and particulate matter, noise, alternative drives, tyre and fuel management all come under the spotlight in this update.

"And we're responding to best practice development within the industry," he said, "for example, FORS Standard 4.0 introduces at Bronze licence checking using a risk based verification system that directly accesses the DVLA database. Above all, it's a streamlined document, making it more user-friendly

and even more engaging."

FORS Standard 4.0 is designed specifically for FORS Members and is the scheme's definitive reference source governing key operational factors surrounding safety, efficiency and environmental protection – combining to increase productivity and overall

operational performance.

"Operators can rest assured," continued Hix, "that training courses, free to FORS Members, and eLearning modules are available to provide help and support on all aspects of FORS membership. Further," he said, "we are expanding our reach by offering a growing number of FORS training courses right across the UK, updated to help operators get to grips with FORS Standard 4.0. The new standard really is the ultimate best practice resource in the transport industry."

The FORS Standard is reviewed and updated on a two-yearly cycle, and covers pathways to FORS Bronze, FORS Silver and FORS Gold accreditation.

## BPW'S Generation 2 Landing Leg

**The BPW landing leg, launched by the company in 2012, has been very well received across Europe, not least because it comes from a brand renowned for its uncompromising approach to quality, service and support, across all its product offerings.**



**BPW has now** built on this success - enter Generation 2 (G2). Not only does it have a new-look, it has been further engineered, enhancing its durability and safety elements.

To meet the rigorous requirements of commercial vehicle operation, BPW's landing leg features a reinforced lower support bracing for the absorption of lateral forces. As one

of the lightest landing legs on the market - a crucial element when every kilo matters on your vehicle - BPW's robustly designed leg is also bolstered by a strengthened back plate with varying fixing positions, making it easier to install.

BPW's G2 is maintenance-free for three years, made possible by the use of BPW's ECO Li 91 grease, a semi-synthetic lubricant with long-term properties. To prevent corrosion the leg has been treated with a high quality powder coating.

With its easy gear selection, and a new sealing system to prevent water ingress, G2 is optimally designed for durability and safety. It comes in a range of sizes with four foot options - compensating, flat, rocking and wheel.



# IT WAS LOVE AT FIRST GEAR



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Haulier

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## FORS gives cyclists new perspective for Ciclovía Belfast

**FORS, the Fleet Operator Recognition Scheme, was a highly visible presence in Northern Ireland recently – at Ciclovía Belfast, a community event which saw part of the city closed to vehicles to allow cyclists, and especially families, to use traffic-free roads and to encourage healthier living.**

**Everyone taking part** was able to cycle on a traffic free route from Botanic Gardens to Belfast City Hall.

Kindly loaned by FORS Silver Member, Deighan Transport, FORS displayed a top-spec DAF XF 6x2 tractor unit. Company boss, Seamus Deighan was also on hand to provide families, and especially children, with a unique opportunity to experience precisely what a truck driver sees from in his cab, and in so doing demonstrate the dangers of

approaching trucks when cycling on the road.

Peter Morrow, FORS Manager – Northern Ireland, says, “FORS is dedicated to promoting best practice for commercial vehicle operators of all descriptions, ensuring that journeys are safer for drivers and other road users. Ciclovía Belfast presented a fantastic opportunity for us to engage with the public, especially families, and we were delighted to have helped educate cyclists and other road users on the importance of safe cycling.”

## Volvo In World First With Self-Driving Truck

**Volvo Trucks is now taking yet another important step in the development of autonomous vehicles. Over the next year and a half, self-driving autonomous Volvo FMX trucks will be tested in regular operations in the Boliden mine in Kristineberg, Sweden.**

**The aim is** to examine how this technology can contribute to safe and productive transports in tough geographically-limited application areas. Just how well the trucks work in their difficult operating conditions can be seen in a new film now available on

Volvo Trucks’ YouTube channel.

“Through our co-operation with Boliden, the development of autonomous vehicles is entering an exciting new phase. This is the first time ever that self-driving trucks are being tested in regular operations underground

and the results will provide valuable input to our on-going mission to transform technical breakthroughs into practical customer benefits,” explains Claes Nilsson, President Volvo Trucks.

When Volvo trucks pulled the wraps off its autonomous Volvo FMX earlier this year, it attracted considerable interest in the industry. The research and development project of which this truck is a part reveals that self-driving trucks may offer a significant contribution to increased transport efficiency and productivity, for example, at ports, mines and other geographically-limited and well-controlled environments with a large proportion of regular, repetitive driving.

## UK SMEs confident about access to finance despite Brexit

**More than two thirds (70%) of the UK’s SME business owners are confident that the UK’s decision to leave the EU will have no impact on their ability to access finance.**

**This is according** to the Close Brothers Business Barometer, a quarterly survey of UK SME owners and senior management across a range of sectors and regions.

Only in Greater London did over half of businesses (57%) answer ‘yes’ to the question ‘do you expect your access to finance to be impacted by Brexit?’. In contrast, in Northern Ireland and Wales, only 14% and 18% of business owners, respectively, answered ‘yes’.

“Overall, UK SMEs feel that despite the outcome of the EU referendum, their access to finance has not been noticeably disrupted, and nor do they expect it to be,” said Neil Davies, CEO, Close Brothers Asset Finance.

“Apart from Greater London businesses, all other regions feel that Brexit will have a limited impact on their ability to raise finance.

“We have consistently said that despite the outcome, it’s very much ‘business as usual’ and that we will continue to provide our customers with funding, as we’ve historically done through all economic cycles and periods of uncertainty. We even took out a full-page advert in the Sunday Times on 10 July saying exactly that.”

### Sectors

There was a degree of variation within Close Brothers Asset Finance’s key sectors, with some expecting to see more of an impact than others. The breakdown of ‘yes’ responses to the question ‘do you expect your access to finance to be impacted by Brexit?’:

- Construction – 28%
- Engineering – 48%
- Manufacturing – 33%
- Transport – 37%
- Print – 47%



# An exceptional year at Belfast City Airport

Operating profit, before exceptional expense, at Belfast City Airport grew by 40% in 2015 to £3,331,000 from £2,386,000 according to accounts filed at Companies House.

**Turnover at the** airport also increased 5% in 2015 to £20,799,000 up from £19,801,000 in 2014.

Passenger numbers were also up 5.1% with the airport carrying 2.69 million in 2015 compared to 2.56 million across the previous 12 months. There was one exceptional expense which was due to professional fees of £412,000 relating to the Public Inquiry into the airport's seats for sale restriction, the outworkings of which are still ongoing.

The airport's Chief Executive, Brian Ambrose, said: "The business performed exceptionally well in 2015 with an increase in non-aviation revenues and a tight control on costs resulting in a significant increase in operating profit.

"The commencement of the KLM daily service to Amsterdam and Flybe's new services to London City and Liverpool witnessed passenger numbers steadily increase across our route network.



"Once again we expect 2016 to be a strong year with passenger numbers expected to rise with the arrival of Brussels Airlines, the uplift in the Aer Lingus summer

routes to Palma, Alicante, Faro and Malaga plus our nine times daily service to Heathrow with British Airways and Aer Lingus. "We will continue to invest

in our infrastructure in 2016 aimed at improving still further the customer experience with significant capital investment planned in the facility."

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# Katoen Natie Receives 1000th Hyster Truck

Katoen Natie, a provider of international logistics services and port operations, has continued its successful roll-out of Hyster equipment, receiving its 1000th Hyster truck in the past five years.



**Representatives from Katoen** Natie recently visited the factory where Hyster trucks are produced in Craigavon, County Armagh, for the handover of the latest trucks to join the fleet – including an LPG powered Hyster H2.5FT forklift - the 1000th unit ordered by this customer.

"We previously didn't believe that there was a truly worldwide truck manufacturer that could support our international operations," says Danny Senecaut from Katoen Natie. "We were glad to find that Hyster could offer a global solution to meet our needs, and we look forward to continuing to work together."

The latest truck received will be used in Antwerp, Belgium where the company is headquartered and will join a mixed fleet of electric and LPG vehicles, from 1.6 tonne capacity forklifts through to high capacity lift trucks and container handlers.

Katoen Natie has recently acquired its 25th Hyster ReachStacker, so on their recent visit to Craigavon to celebrate acquiring 1000 Hyster® trucks, they were presented with a scale model of a ReachStacker specially customised to Katoen Natie's brand colours.

## Stay Compliant With Innovative Award Winning Assetminder

Truck and plant & machinery operators have widely welcomed the recent launch of Assetminder, a user-friendly software package designed to help fleet owners to manage the repair and maintenance programmes of their assets more efficiently and effectively.

**Assetminder** ✓

**Fleet Compliance From £59pm**

[www.assetminder.net](http://www.assetminder.net)



### Full compliance suite

Maintenance planner, electronic inspections, vehicle history with costs



### Total cost of ownership

Track parts, labour and maintenance costs with full audit trail



### Cloud based solution

No IT costs, no maintenance contracts, works on PC & all Android / Apple tablets and phones

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Assetminder ✓

### Innovative, totally secure

and flexible, Assetminder, a spin off from the highly successful and well established Fleetminder stable, enables operators to have a fully compliant fleet at a fraction of traditional costs, while totally eliminating time consuming paperwork.

Assetminder has already won a top innovation award and has quickly become an integral part of a number of workshops across the country. "Response to the product launch has universally been very positive," Chief Operations Officer, Paul O'Leary. "I've been in the IT industry for 30 years and I haven't seen such a reaction. Everybody we have demonstrated it to, say it is exactly what they need, and customers using it already tell us they are very impressed with the product."

Most fleets employ telematics to monitor fuel efficiency, driver behaviour and other aspects, but this unique Assetminder software goes a lot further and perfectly complements telematics systems to offer total transparency right across every area of your business.

Assetminder tracks, monitors and records every repair and maintenance aspect of the entire fleet – from the parts that were used, their value

and labour charges to who carried out the work and who signed off the invoice.

It enables an operator to easily identify what each truck in the fleet is costing to maintain over any given period of time. If one asset is costing significantly more than others to maintain, for example, there may be a specific reason, such as driver behaviour which can then be investigated.

Assetminder also cuts out a lot of unnecessary expense associated with other systems as it utilises a Cloud-based platform rather than an on-site Windows server based solution. It can be deployed not just on a laptop or desktop computer, but on tablets, IOS devices and mobile smartphones, enabling users to work on- or off-line.

"We are so confident in the product that we are inviting fleet owners to try the software package free of charge for a month so they can see for themselves just how indispensable Assetminder can be," says Paul, who adds: "In the very near future we will also be adding new and significant features to the software."

The first will be the introduction of a vendor management capability in which 3rd party workshops or other suppliers can securely access an operator's Assetminder system and input completed job data whilst updating the vehicle history. Assetminder will also track tyre usage, enabling suppliers and operators to access a full tyre audit, including costings. There are many other sides to Assetminder, too, and its flexibility means operators can decide on what specific programmes they want to utilise or if they want to expand their usage as the business grows and dictates.





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**MAN kann.**





THE NEXT GENERATION SCANIA

**PREMIUM  
REDEFINED**





**TRUCK OF  
THE YEAR**

# Liam Connolly (Roadfreight) grows DAF fleet

**Liam Connolly (Roadfreight) in Lisnaskea, County Fermanagh, has added 10 new DAF XF 510 FTP Super Space Cab tractor units to its now 70-strong DAF fleet. The operator bought its first DAF truck in 2004.**

The Euro-6 6x2 units are almost all fleet additions, as the operator sees continuing growth in business with both its pallet-network duties and general haulage activities. All ten of the new vehicles have been supplied through local dealer, TBF Thompson, and funded through PACCAR Financial.

Whereas other recent DAF additions have all been specified with extended five-year R&M packages, the company's managing director, William Connolly, says the latest group will have three year packages.

He explains, saying, "The pace of change in modern commercial vehicles is getting faster and faster, especially with the arrival

of Euro-6 and the growing technologies available. Whereas a few years ago you could afford to invest in five-year life cycles," he said, "now, there is a very real chance that by doing so you will find yourself with noticeably older technology much sooner. We prefer to keep up to date with what is happening with vehicle advances and keep our options open to renew as we go forward."

The family-run business was founded in 1981 by Liam and Bridget Connolly, with day to day running of the operation now resting with William and his two brothers Darren and Andrew.

Today, Liam Connolly (Roadfreight) has significant contracts with a number of blue chip companies nationwide. "We're busy, business is brisk," William is happy to report, adding, "and that has resulted in the steady growth of the fleet – and the DAF focus in particular. We started in general haulage and ran other marques at the start, but our drivers wouldn't change back now, that is certain. So, yes, with the support we get from TBF Thompson, who have been good on both sales and service from start to finish, we are settled on DAF. They have been a major part of the decision-making process

to go with DAF over the years. I am told the whole of the DAF network is good, but as we have only had to call on DAFaid for roadside assistance five times in the last 12 years, I am probably not the right person to judge!"

Alongside the DAF XF tractor units, the operator also runs DAF CF 18-tonne rigid on its groupage service. The operator has both the CF65 and LF55 on the fleet, vehicles chosen, says William Connolly, "for their versatility and low tare weight."

Like most forward thinking operators, the Liam Connolly (Roadfreight) team is watching developments following the Brexit vote. Based in Lisnaskea, just a short distance from the 'border', they clearly hope the early noises about an open border policy will prove to be the case. "We will just have to wait and see," says William, "It will bring challenges if it goes the wrong way, but we would hope they will not be insurmountable and we can plan ahead for whatever the final outcome delivers us all."



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test report

**Renault T 480**

# A FUEL EFFICIENT, SMOOTH LONG HAUL OPERATOR





## RENAULT T 480: A FUEL EFFICIENT, SMOOTH LONG HAUL OPERATOR

**Renault Trucks Range T underwent a major upgrade earlier this year to help it be even more cost efficient for operators, so when the opportunity came along to put it to the test, we jumped at the chance, as Export & Freight's Garfield Harrison reports.**

Our bright yellow Renault T480 6x2, which we picked up at dealers Diamond Trucks in Mallusk, is certainly an eye-catcher on the outside, but it's only when you climb into the cab do you realise the extent of its pedigree.

We didn't do a fuel test on the day, but Renault say that with improvements to the chassis and driveline, it has been able to reduce fuel consumption by a further 2%, whilst increasing the payload by up to 114 kgs, which can't be bad.

Voted International Truck of the Year 2015, the new upgrade has been warmly greeted by long haul drivers and it didn't take us long to appreciate that as we covered our traditional test route up the M2, on to Magherafelt, down into Cookstown and then joining the M1 at Portadown to head back to Belfast.

Improved aerodynamics include an optional built-in spoiler under the bumper to better direct the flow of air passing beneath the truck, while a new optimised and lighter roof deflector enables the truck to penetrate the air more easily – all of which considerably reduce aerodynamic disturbance, which is a potential source of increased fuel consumption.

Several components have been redesigned or lightened, so that payload can be increased as much as possible to benefit operators. For example, a new drive axle and improvements in the air suspension have reduced vehicle weight by several kilos. Customers now also have the possibility of having their tractors fitted with an aluminium fifth wheel.

### UPGRADED ENGINE

The lightweight DTI 13 engine which powered our test truck has also been upgraded to further improve fuel efficiency; it's been equipped with the common rail injection system which offers better combustion – and it complies with the upcoming Euro-6 Step C standard, which will become mandatory on 31st December 2016.

For those of you not up to speed on this new legislation... when Euro 6 became a legal demand in 2013, it was introduced in three steps - A, B and C; we're now approaching that final phase. The emission levels do not change, they stay at the same level, but the on-board diagnostic tolerances get tighter for NOx and Adblue control.

The engine is coupled to a new generation of the Optidriver automated gearbox, said to be

### SPECIFICATION

**MODEL: RENAULT T 480**

**CAB: Sleeper Cab**

**ENGINE: DTI 13 Euro 6 Step C**

**MAX POWER: 353kW from 1404 to 1800 rpm**

**MAX TORQUE: 2400Nm@950-1404 rpm**

**GEARBOX: Optidriver automated 12 speed**

Renault T 480

the best available on the truck market. With 12 forward and 3 reverse gears, it selects the right gear at the right time suited to speed and driving style to guarantee you better mobility and greater comfort while driving.

### HOME COMFORTS

Our test truck came with a sleeper cab that provides the driver with a comfortable working environment, a spacious rest area and comfy bunk bed, in addition to carefully considered finishes and interior trim designs, together with multiple storage spaces, including five above the console, one of which is lockable, with a fold-up shelf and an additional storage console at the rear of the cab comprising three storage compartments, as well as a 24-litre capacity 'silent' refrigeration unit housed in the central storage area.

And there's more – like electronic air conditioning, air filtration system, coat hooks, a choice of lighting, 12v and 24v sockets, MP3/WMA-compatible CD player and AM/FM tuner. There's even an interior luggage compartment – accessible from the outside, too – for easy stowing of heavy baggage. It really is a home from home. What more could a driver want! Accessibility to the cab has been designed to make the driver's day-to-day work easier. The door, for example, has a generous opening angle of 85°, while the provision of two platforms makes cleaning the windscreen easy.

Driving is a pleasure, too. The wrap-around dashboard brings controls within easy reach of our air suspended and fully adjustable seat, while the multi-function steering wheel houses controls for telephone, cruise control, speed limiter and menu navigation. With everything at our finger-tips, all we had to

do was concentrate on the road ahead.

A host of safety features also added to our driving experience, including a lane departure warning system that issues an audible signal to warn that an inadvertent change has been detected in the vehicle's direction of travel, an automatic emergency braking system that warns of a possible collision and then brakes and stops the vehicle completely with no intervention from the driver, and an adaptive rotary cruise control to maintain a safe distance from the vehicle in front.

The hill start aid, too, comes in useful, ensuring the brakes are held on to prevent the truck rolling backwards, while an automatic electric parking brake comes into play when the engine stops.

### SUMMARY

Despite encountering all sorts of traffic conditions over the course of several hours, we were not in any way stressed. It was more like a Sunday afternoon drive in the country with the family! Of course, there is no such thing these days as a 'bad' truck, it's just that some are better than others – and in the Renault T480 we found an impressive truck that wants for nothing.



# Dunlop On-road Tyres make Fleets Ready for Winter

**Dunlop's brand new on-road truck tyres for long and regional haul applications are ready for whatever's ahead; winter roads in particular.**

Both **SP346 steer** tyres and SP446 drive tyres carry the 3-Peak-Mountain-Snowflake (3PMSF) symbol as well as the M+S marking. This means that they meet the highest European requirements for truck winter tyres. With increasingly stringent winter tyre regulations spreading across the continent, these tyres offer high winter mobility in all on-road applications.

Meeting legal requirements is only half the battle in winter conditions. The ability to continue under challenging road conditions, such as sudden snow falls, is essential for any transport company. Not all fleets want to change their tyres as winter approaches, particularly if they do not operate in areas where severe winter conditions are common. Dunlop's SP346 and SP446 tyres offer what fleet needs during this time of the year: high winter mobility.

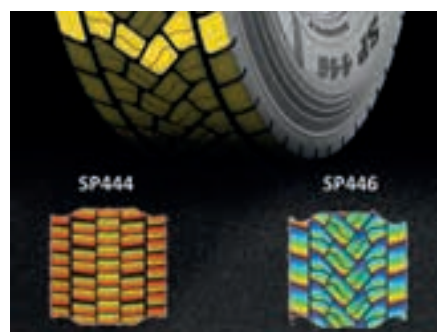
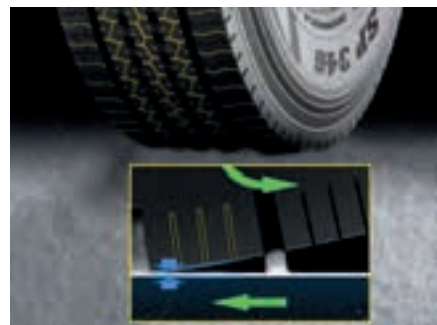
"None of us know what's ahead in terms of winter weather so it is essential to be prepared for all possibilities," said Benjamin Willot, Director Marketing Commercial Tyres Goodyear Europe Middle, East and Africa. "Trucks that are stuck because they do not have the correct equipment in terms of tyres can result in

failed deliveries and at worst lost contracts. Our new Dunlop on-road tyres offer high winter mobility so the risk of being caught out by unpredictable weather is very limited. In addition fleet operators can benefit from 10% higher mileage and improved fuel economy of these tyres compared to their predecessors."

As well as offering higher mileage and lower fuel consumption than its predecessor, the SP344, the innovative tread design of the Dunlop SP346 steer tyre meets the stringent 3PMSF EU homologation requirements for truck snow tyres and the M+S marking.

The increased flexibility of the tread blocks, due to the deep sipes, allows better snow compaction compared to its predecessor. The high frequency zig zag sipes simultaneously target low wear, winter performance and aim high in wet grip index with the tread pattern being maintained throughout its life until it is ready for regrooving.

The Dunlop SP446 drive tyre also offers higher mileage than its predecessor, the SP444, as well as lowering fuel consumption. It also delivers very good traction in all conditions thanks to the 'raindrop' shape of the base of the sipes. This helps achieve both M+S



and 3PMSF requirements and reduces the stresses around the bottom of the sipes.

SP346 and SP446 tyres can be retreaded as Dunlop TreadMax SP446 mold cure retreads, using the same tread patterns and similar materials as the new tyres. This means that the performance of the retreads is close to that of the new tyres, including their full winter capabilities.





# Edbro's compact in cab inclinometer reduces the risk of accidents

**JOST has introduced a new range of Edbro inclinometers which will bring improved levels of safety to tipping operations. The inclinometer constantly monitors the angle of the rear end of the tipper and stops its operation if a dangerous angle is being approached.**

**The tipping angle** is measured constantly while a simple in-cab control unit allows the driver to monitor the operation. The unit also highlights when the truck may be on an uneven or inclined surface, which could compromise the safety of tipping operations. The provision of accurate information takes the pressure off the driver, who can make informed decisions about tipping based on real data.

An automatic lock-out function can be installed on the tipping mechanism to prevent actuation beyond identified danger points. This obliges the driver to lower the body and reposition the vehicle onto more even ground before recommencing tipping.

Edbro sets this safety angle at 3deg, just below the point of instability for some tippers. However a manager's key is also provided, so that this can be adjusted in conjunction with advice from the trailer builder.

Highly cost effective and significantly more compact than previous designs, the control unit provides a clear, high visibility LED display. The unit measures 106mm x 67mm

x 22mm, so fits unobtrusively into most cabs. Its IP52 environmental protection rating means it is dust and splash proof so able to withstand the rigours of life in a truck cab.

The inclinometer has a measuring range from 0deg to 9.9deg, while its accuracy and repeatability are both 0.1deg. The sensor unit measures 110mm x 55mm x 25mm and, along with its connectors, is IP69K rated, meaning it is protected against the harshest environmental conditions, bad weather and high pressure washdowns.

It can run on either a 12V or 24V supply and is supplied as a full kit including the display unit with mounting bracket, the sensor unit, a cut-off valve, power/valve cable, sensor cable, trailer cable, fuse, manager's key, all the required fastenings and even multi-language fitting instructions.

Peter Smith, Sales Director for JOST UK, says: "Images of trucks that have rolled over because they have become unstable due to an excessive tipping angle are absolutely haunting. By providing accurate information and pre-emptive warnings our



new inclinometer eliminates the need for the driver/operator to rely on guesswork. As such it will be a significant contribution to tipper safety and efficient operation. It should prove popular with both installers and drivers because it is more compact, easier to fit and simpler to use than many alternative solutions."



## "WHEN YOU'RE RUNNING A BIG FLEET, A LITTLE GOES A LONG WAY."

"Scania's are absolutely superb on fuel. Depending on use, they're anything from 1 to 1.5 mpg better. May not sound like much but, on average, that makes them around £7,000 a year cheaper to operate. That, along with the outstanding residual values, is why Scania is our top choice."

Jamie Cartwright, Director  
Cartwright Bros

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THE BEST**

# SDC's new extendable Skeletal Container chassis goes the extra mile

SDC's new extendable skeletal trailer made its debut at the recent IAA Commercial Vehicle show in Hannover, Germany. Designed to accommodate all standard and high cube container sizes, the new model from SDC offers ultimate flexibility for the European operator.

**The multi-functional trailer** can be adjusted to allow containers to be easily loaded and off-loaded at the rear, with manual operation for reduced complexity. The light-weight chassis (5350kgs) is EWWTA approved and manufactured in high strength steel for unrivalled durability over the trailer life. In addition, SDC's show trailer features a high spec with JOST landing legs, Knorr Bremse EBS, BPW axles, Truck-Lite lighting and Continental tyres.

The skeletal trailer has been designed to run within the 4m height limitations, based on a max 5th wheel height of 1100mm. SDC are currently working on second evolution of the skeletal trailer, with a side mounted or under trailer mounted genset to be added. The chassis will be set up so that this can be added at a later date by swapping out bolt on parts.

Mark Cuskeran, CEO at SDC Trailers revealed that the new design was well received at the German IAA Commercial Vehicle event. "The Hannover show was a great success with both our Kinetic Energy Recovery System



SDC Truck and Trailer Parts stand at the National Ploughing championships.

(KERS) curtainsider and our new skeletal trailer generating a lot of interest. SDC's new skeletal container chassis has been designed to deliver complete flexibility for intermodal transport, delivering operational efficiency and a high return on investment. The skeletal trailer is designed and built to SDC's unrivalled exacting standards, delivering a long lasting, high quality product."

SDC recently secured a £480,000 contract

with the Kanoo Group in Saudi Arabia for 30 skeletal trailers and an order for 75 gooseneck and standard skeletal trailers for logistics operator Eddie Stobart. The company also manufacture a sloping frame model which can carry 20ft and 30ft ISO containers at 44 tonnes, a 4 / 8 / 12 lock straight skeletal, a timber carrying skeletal and a draw-bar skeletal. The Toomebridge manufacturer offers a completely bespoke design service across their trailer range, to suit the requirements of the operator.

Meanwhile, SDC Truck and Trailer Parts recently exhibited at the National Ploughing championships in Scraggan, showcasing their comprehensive range of over 15,000 OE and aftermarket truck and trailer parts. The company have introduced a new line of agricultural parts which are available for delivery or collection at SDC Parts depots in Toomebridge, Belfast, Dublin, Lurgan and Newry. SDC have recently published a new Truck and Trailer parts catalogue online at [www.sdctrailers.com/sdc-parts](http://www.sdctrailers.com/sdc-parts).



SDC new multi-functional trailer can be adapted to suit 20', 2 x 20', 30', 40', 45' containers or a 13.6m swap body.





# Longer Life Trailers



"We strive to provide the highest standard of **bespoke** transport and logistic solutions to our customers, and SDC have worked closely with us over the years to fulfil this goal.

When investing in a new trailer I look for a product that will deliver over a number of years with **minimal downtime** and **maintenance** requirements. SDC provide very high quality, reliable trailers that have served us well over the years."

Paul Mulgrew, Director, Mulgrew Haulage

"We choose SDC Trailers because they offer the best product on the market, their trailers are very **sturdy** and **durable**, allowing us to provide our customers with a **first class service**.

SDC take the time to develop a solution that matches our transport requirements, they don't cut corners and this is evident in the **quality** of the finished trailer. The quality of the product means that our trailers can be operated up to and beyond 15 years if required."

Mark Woodside, Managing Director, Woodside Haulage



"We purchase trailers from SDC for their **consistent quality** and **customer service**. We rely on quality products that will last and withstand constant use.

When purchasing from SDC, we can be confident that their trailers will be fit for purpose for at least 15 years, providing an **excellent return on our investment**. SDC also offer a complete trailer refurbishment service that will further extend the trailer life."

Norman McBurney OBE, McBurney Transport

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# The fuel dinosaur – transport must move with the times



**Seamus Leheny**

Policy & Membership Relations Manager - Northern Ireland. Freight Transport Association



**Recently after fuelling up at the local garage, my five-year-old son asked me what were the ingredients of the diesel we had just put into the car, one of a hundred varying inquisitive questions he asked that day!**

**When I told** him it was old plants and dinosaurs, he had a good laugh! When I consider we have been using fossil fuels for transport since the industrial revolution mid-19th century, it's not only ridiculous such technology hasn't advanced but it reinforces the need for transport to adapt quickly and embrace new technology.

The weak pound and a rise in oil prices have combined to push up the cost of fuel at the pumps, which spells bad news for transport operators. And the situation looks set to get worse with OPEC's plan to cut oil production to force a further price increase.

The Freight Transport Association has been calling on Chancellor Philip Hammond to cut fuel duty to ease pressure on the logistics industry and will press him further before he announces his Autumn Statement in November. A cut would also boost the economy, putting billions back into consumers' pockets.

Bulk fuel prices were significantly down at the end of last year due to continued reductions in the price of Brent crude and FTA anticipated a similar outlook for 2016. But the UK's vote to leave the European Union has seen the pound plummet to its lowest against the dollar in more than 30 years amid the Government's talk of a 'hard Brexit'.

The value of the pound against the dollar is critical as oil is purchased in dollars, making it more expensive for UK companies to buy. Some supermarkets are maintaining lower prices in the short time while current stocks are exhausted but blanket rises are expected throughout the UK as the impact bites.

Fuel represents around a third of the running cost of a 44-tonne truck so this latest rise is going to hit operators hard especially in the run-up to Christmas when commercial vehicle operators are often doing more miles than usual.

Some operators will be able to recoup the additional cost from their customers, but many will have contracts that don't allow for an increase and will have to swallow the cost themselves.

Seventy-five per cent of the cost of fuel at the pump goes to the Chancellor in duty and VAT so a three per cent cut would have a significant impact for logistics firms operating on tight margins – especially if prices continue to soar with the planned reduction in oil production set for early 2017.

In September members of OPEC – the Organisation of the Petroleum Exporting Countries – voted for the first time in eight years to cut production and Russia has said it will back the move in a bid to push up prices worldwide. The move is expected to be ratified in November, with production being cut by 700,000 barrels a day from January.

Diesel prices are only ever going to keep increasing as resources become scarcer, the battle for us as an industry is to ensure we do

not absorb these costs and going forward to ensure advancements in vehicle technology frees us from our addiction to diesel and petrol.

One way to help achieve this is the uptake of low emission vehicles such as those powered by gas and electricity. Presently there is a low emission freight and logistics trial managed by the Government department, the Office for Low Emission Vehicles (OLEV), which is providing up to £24 million in funding to industry.

This funding is specifically for the freight, logistics, utilities and emergency sectors and you will be pleased to know Northern Ireland operators are eligible to apply.

The scheme covers vehicles ranging from N1 Class III (vans 1,760kg to 3,500kg) up to 44 tonne HGVs. The level of funding awarded will depend on the size of company making the application but main criteria is that the project must involve a vehicle operator.

*Details of the scheme can be viewed in more depth via this web page;*

<https://www.gov.uk/government/publications/funding-competition-low-emission-freight-and-logistics-trial>.

A previous Government Low Carbon Truck Trial helped get over 300 gas powered HGVs on the road in Great Britain. However, higher costs and limited infrastructure both in Great Britain and here in Northern Ireland remain a key barrier to uptake of alternative fuels and low carbon technologies.

This latest trial will help encourage low emission vehicle take-up in the UK and I hope here in Northern Ireland but we must ensure both OLEV and local government further support industry with funding for establishing the required infrastructure to support such vehicle use.

Already we see cities introducing Low Emission Zones for vehicles and this is a trend that will continue to grow - yet another reason why the use of low emission vehicles will become more important in the coming years. Only by investing in the technological industrial revolution will we advance and sustain our industry. Failure to embrace new technology will make some the dinosaurs of the industry and we know how that story plays out.



# Dennison Trailers ties up new deal with STL Logistics and major drinks brand

Dennison Trailers have secured a deal to supply STL Logistics of Limerick with one of its newest trailer models - the tandem step frame platform - for their logistics operation across Ireland and the UK.

**STL provide leading** edge logistic solutions for premier multinational, national and local companies and, for the transport of beer keg barrels for a major drinks brand, this is the perfect trailer for the job.

In total, a fleet of 15 trailers will be supplied to STL Logistics with potential for additional units to be provided in the future.

Dennison Trailers say they 'always look to provide the perfect trailer for every job, working with the client to understand their needs.'

The tandem step frame platform really is the perfect trailer for STL. Easily shouldering up to 17 tonne payload and, having been equipped with an ENXL certified headboard, it is designed specifically for safe and efficient transportation, dedicated to the brewery industry.

The trailer is installed with galvanised frames to safely hold in beer barrels and with the Wisa trans non slip flooring adding increased operator safety, the service life is prolonged to create a very cost effective trailer.

Operator safety is always a top priority and especially so with the loading and unloading of beer barrels and heavy products. With this in mind, the step frame has been designed to ensure easy lifting of barrels onto the lower deck.

Working along tight roads and lanes, STL need a trailer to suit



these conditions. The tandem step frame has been designed with a short length and wheel base for maneuverability, perfect in the towns and cities across the company's supply line.

Everyone at Dennison Trailers is extremely proud to supply STL Logistics and to see the trailer in the livery of a such a fantastic client and cannot wait to see it in action.

And adds STL's Stephen Cunneen: "We at STL Logistics found Dennison's to be very professional in their approach to this bespoke project. They have provided us with a high quality trailer that fits the purpose of the job exactly as we specified."

James Dennison, Managing Director of Dennison Trailers, said of the deal: "For over 50 years, Dennison Trailers have been recognised in the

transport industry for trailer product innovation and support. Our business continues to evolve by listening to our customers and refining our products to help make them better at what they do.

"We believe this is exemplified in our deal with STL Logistics, listening to their needs and providing the perfect trailer for their fantastic drinks client."

## Dennison Trailers supply Maritime with 200 new trailers

Dennison Trailers have also supplied 200 new Sliding Skeletal Trailers to Maritime Transport as they continue to expand their fleet.

"It was essential that we ordered 200 new sliding skeletal's earlier this year after our continued success both with current contracts and with new business wins" said Simon Smart, Maritime Managing Director - Containers. "The new trailers will support our operations throughout the country as we move over 11,500 containers every week."

The relationship between Dennison Trailers and Maritime is ongoing and this latest

order comes on the back of several orders from Maritime already this year, including adapted skeletal trailers for their new gensets and 25 new splitter trailers which were added to their fleet back in May.

"Our trailer fleet has increased significantly this year" said Stuart Wardlaw, Fleet Engineer. "As we continue to grow we rely on our suppliers to support us. We selected Dennison again due to the fantastic

working relationship we have with them and the high standard of their products."

Commented James Dennison, Managing Director of Dennison Trailers: "We are delighted to be working with Maritime to fulfil another substantial trailer order for them. Their continued growth is impressive and we're proud to be supporting them."



## Belfast Giants Get a Grip with Lakeland Tyres



The Belfast Giants, now entering their seventeenth season of ice-hockey, have a “gripping” new sponsor this season, as Lakeland Tyres join an exclusive group of partners affiliated with the team!

“In the land of Giants everyone is equal” is the Giant’s motto, and the whole team at Lakeland Tyres say they are very excited to be associated with the Belfast Giants as they begin their 2016/17 campaign.

Lakeland Tyres expanded in a “giant” way recently, as it added new depots in Mallusk and Portadown to its existing successful Lisnaskea and Enniskillen branches.

“We’ve brought our reputation and tyre service to a new audience recently and I think this association with the Belfast Giants will bring awareness of us to a new audience also. The atmosphere is great at the Giants games, with many loyal followers, and it’s just excellent to be part of it. I really wish the team the best of luck for a successful season” said Adrian Frazer, Director of Lakeland Tyres.





# ExxonMobil Launches Energy Efficiency Guide

**ExxonMobil has launched a free Energy Efficiency Guide in association with the Freight Transport Association; the Guide is designed to help commercial vehicle operators reduce costs in today's challenging economic conditions through energy efficiency measures.**

Set against an industry backdrop of increased legislation, the FTA also outlines in the guide the challenges in meeting the European Commission's target to reduce carbon emissions by 60 per cent by 2050 based on 1990 levels.

The guide provides practical recommendations on how fleet owners can take a holistic approach to efficiency and save energy on and off the road. Best practice guidance is given for traditional on the road measures to reduce fuel consumption such as driver training.

Less frequently considered methods are

also addressed, including the selection of high performance lubricants. For example, Mobil Delvac™ 1 LE 5W-30 has been shown to increase fuel economy by 1.8%, helping to not only increase efficiency, but also help improve a fleet's bottom line.

The guide also offers top tips on reducing energy off the road at the office. For example, it is possible to cut lighting and heating costs by up to 30% respectively by implementing energy saving measures. Outlining the importance of monitoring office energy output, the guide explains how improvements can be made by simple

activities such as a walk around survey, or more advanced options like smart metres.

James Hookham, deputy chief executive of the FTA, commented: "Energy efficiency has never been so important. The heightened attention on commercial vehicle fleets to play their part in meeting emissions targets is leading the industry to reassess the way it approaches energy management."

Added Maciej Marcinowski, CVL marketing advisor for Europe, Africa & Middle East, ExxonMobil: "A small change, such as switching to high performance lubricants, can have a big impact when it comes to reducing fuel consumption and costs, ultimately making a business more profitable."

To download the guide, go to [http://www.mobil.co.uk/uk-english-lcw/heavydutyoils\\_energy-efficiency-guide.aspx](http://www.mobil.co.uk/uk-english-lcw/heavydutyoils_energy-efficiency-guide.aspx)

## FedEx Opens New Location in Poland

**FedEx Express has opened a new station in Chorzów in Poland.**

The new 7,000-square-metre facility is located at the ultramodern Prologis Park Chorzów logistics centre, located near the A4 highway

and Gliwice-Sosnice junction - an intersection of the two biggest international road transport corridors in Poland.

FedEx say that as the new station

is much easier to reach by road infrastructure, it will improve the efficiency of shipments to all locations in Poland and to the rest of the world.

The extensive infrastructure at the new location allows FedEx couriers to more efficiently load their trucks, resulting in earlier pick-ups and deliveries and, as a consequence, faster customer service. The centre is equipped with nine line haul ramps, 15 line haul parking spaces, and 22 dock levellers for courier vehicles.



## "OUR LIGHTEST TRUCK IS ALSO OUR TOUGHEST."

"We get paid by the tonne, so payload is critical to our business. But so is durability – we don't get paid at all if they're off the road. We rely entirely on Scania to maintain our vehicles, and the consistency and quality of their staff and dealer responses are the best in the market."

Chris Cooling, Group Transport Manager  
Day Aggregates

**YOU  
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HAVE  
THE BEST**

# Green Light for HGV driver training apprenticeship

**Martin Reid**

RHA Director for Scotland and Northern Ireland



**Regular readers of Export & Freight magazine (and let's face it, who wouldn't be!) will know that in last month's article I highlighted the benefits of the Trailblazer apprenticeship scheme and asked why could it (or indeed an equivalent scheme) not be rolled out in Northern Ireland where the same recruitment problems are, if anything, magnified. Well, the HGV driver training apprenticeship, along with apprenticeships for warehousing and traffic office staff, has just officially given the go ahead.**

**The Government will** fund 100% of apprenticeship training for companies with fewer than 50 employees taking on candidates aged 16-18, as well as committing more than £60m of funding for training in poorer areas of England and Wales.

Our own Director of Policy, Jack Semple is quoted as saying "This is hugely important for the road haulage industry. It opens up a massive opportunity, not only for large firms but smaller firms, right down to owner –drivers who may want to bring a son or daughter into the business."

I completely agree with Jack and urge the Westminster Government to push ahead immediately with these plans, but again I must ask, what is being done by the devolved governments to help our industry and those companies who are facing competitive disadvantage now that Westminster is funding the English and Welsh companies?

This is a problem that will not go away unless Stormont and indeed Holyrood follow suit. Last month a delegation of RHA members as well as representatives from RHA met with MLA David Simpson to highlight the issues they are facing in the recruitment and training of drivers. The recruitment pool they are fishing in is ever diminishing and Brexit has done nothing to help. Many firms who have filled the skills gaps by using eastern European drivers now find that in many cases they don't return after visiting their home lands. This can result in hauliers having to play "delivery roulette", choosing who to deliver to. In times where offices have state of the art planning software and integrated tachograph data, supplying a truck and driver at the time the customer wants is an ever more difficult task. The fact that the role of lorry driver is not listed on the Government's "Occupational Skills Shortages" list which is stopping recruitment of non-EU nationals.

The message left with Mr Simpson was clear. Northern Ireland needs funding to cover the whole process from car licence to C & E. This funding must go directly to the haulage companies who will then engage the training provider ensuring the fund is used efficiently, and thirdly, while the shortage bites, there should at least be dialogue about a short term change to

the Occupational Skills List and access to drivers from selected and suitable countries.

This is a message we will be taking to the Infrastructure Minister Chris Hazzard when we meet next month as well as the Immigration Minister. It is exactly the same message we left the Scottish Minister for Transport & Islands Humza Yousaf with last month. With devolved power comes the responsibility to ensure that industry is competitive and is not disadvantaged against its competitors. There is little doubt that if the Northern Ireland Assembly cannot match the fully funded apprenticeships that the Trailblazers scheme offers English & Welsh then it's hauliers will continue to struggle to introduce the vital new blood that our industry desperately needs.

## DID YOU KNOW?

Northern Ireland hauliers are eligible to sign up to the Civil Penalty Accreditation Scheme. The scheme is open to road haulage companies of any size or nationality operating between Continental Europe and the United Kingdom.

If you're a member of the scheme and clandestine entrants are discovered in your vehicles, your company won't be fined as owner or hirer of the vehicle as long as you're operating in accordance with the scheme.

A company must be able to show that it:

- has an effective system for preventing clandestine entrants (this is described in the prevention of clandestine entrants code of practice)
- takes reasonable measures to make sure that the system works, e.g. training and monitoring its drivers

The scheme is voluntary. companies who don't apply to join the scheme won't be disadvantaged and will still be able to avoid fines by operating an effective system but if you would like to know more or are interested in becoming accredited email **Brendan Walshe** at [b.walshe@rha.uk.net](mailto:b.walshe@rha.uk.net)



# Knorr-Bremse Enters Telematics Market With Microlise Deal

**Knorr-Bremse is to enter into a partnership with UK based telematics provider Microlise in a move that will see a range of transport management products launched across Europe.**

The agreement between the two companies, announced at Automechanika 2016 in Frankfurt, will result in the launch of Knorr-Bremse TruckServices ProFleet Connect, which will be available from January 2017 in Germany, Austria and Switzerland, with availability more widely in Europe in the following years.

The ProFleet Connect range of products will be sold directly by Knorr-Bremse and has a development roadmap in place which will see it evolve and adapt over time to meet dynamic market requirements. The agreement marks the first time Knorr-Bremse has entered the telematics space.

ProFleet Connect will be a core component of the Knorr-Bremse Truck Services product range, offering transport service providers the opportunity to enhance service levels, make operational cost savings, minimise carbon emissions and reduce vehicle wear and tear.

"We welcome this new cooperation which offers us a unique opportunity to partner with one of the industry's best known brands and extend our channel partner programme to increase our footprint in Europe," said Nadeem Raza, Chief Executive Officer, Microlise. "We look forward to our ongoing partnership and continued cooperation."



**With 4,000, 4,200, 4,600 mm height and DIN EN 12642 Code XL.**

# Krone approves Ultra-Seal for Easy Rider tyres

**After extensive testing, Fahrzeugwerk Bernard Krone GmbH has chosen Ultra-Seal as its official tyre sealant liquid supplier for its new Easy Rider tyre series.**

The new Easy Rider tyres from Krone are private-labelled quality tyres, developed to cover its complete range of sizes, and are 5-tonne rated. Krone will start filling Easy Rider tyres with Ultra-Seal as a factory fitted option from its OEM trailer facility in Werlte.

Krone is the first European OEM customer for Ultra-Seal since its European launch in June 2016. DSV, ICTS, Ancotrans and TIP Trailers Sweden, amongst others, are already using Ultra-Seal in their business operations.

'The ultimate tyre life extender' is a preventative tyre sealant liquid which was invented to protect tyres from leaks, punctures and blowouts. It seals most punctures as they happen, achieving a permanent repair, it ensures heat reduction, extends tyre life by keeping the air pressure in the tyre, minimises tyre wear and reduces fuel consumption.

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# Court Report

## Operated Dangerous Vehicle

**A County Down driver has been convicted at Newry Magistrates' Court and fined a total of £500 plus £15 court costs.**

**The conviction for** failing to maintain the vehicle arose when DVA Vehicle Examiners stopped a 3x3 axle articulated good vehicle in the Newry area. The vehicle was directed to the Departments test centre in Armagh for the purposes of an examination.

Subsequently the vehicle was found to have excessive

wear in its front steering drag link end and excess wear on its offside 1st axle steering track rod end.

There was also low brake effort on the 1st axle service brake of the trailer used in combination with the vehicle. A prohibition notice was issued to the driver requiring the vehicle to be fixed.

## No Goods Vehicle Operator's Licence

**A County Tyrone haulage operator has been convicted at Londonderry Magistrates Court and fined a total of £200 plus £15 court Costs.**

**The conviction arose** when DVA Vehicle Examiners stopped a 3+3 axle Scania articulated unit with a Euro Ejectors trailer as part of a goods vehicle operation in the Maydown area of Londonderry.

During an examination of the vehicle the absence of a valid operator's licence was identified.

## Series of Tachograph Offences

**A County Armagh operator was convicted at Antrim Magistrates' Court and fined a total of £495 plus £19 court costs and £15 offender levy.**

**The conviction arose** when DVA vehicle examiners stopped a 3 axle rigid large goods vehicle at Larne harbour. An examination of the vehicle revealed that the vehicle did not have a valid goods vehicle operator licence in force.

A tachograph analysis of 37 tachograph charts produced by the driver identified 13 offences for failing to take daily rest, 37 offences for

incorrect use of the mode switch, 2 offences in relation to failure to fully complete the centerfield and more than 18 occasions where the record sheet had been used for more than 24hrs.

During the examination the driver admitted he had not yet applied for a Goods Vehicle Operator's Licence.

## Operator Fined £1,700

**A County Antrim operator was convicted at Craigavon Magistrates Court and fined a total of £1700 plus £15 court costs and £19 Levy.**

**The conviction arose** as a result of an in-depth investigation by DVA Compliance and Enforcement Section.

The operator was requested to produce tachograph records and tracking data for 8.

Analogue records were produced for one of the vehicles after a third request for records but no tracking data was forthcoming.

Subsequently DVA Enforcement officers visited the premises of the company identifying 15 offences breaching EU tachograph regulations.

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# MONTRACON

## a platform for growth



Garry Brewin (right) joins (l-r) John Rice, Mark Kidney and Paul Avery on the Montracon board to drive production efficiency and flexibility.

Since taking the Managing Director's chair at the turn of the year Paul Avery has moved quickly both to consolidate Montracon's position in the UK market and to establish a solid platform, a firm foundation that promises to secure the development needed for the company not only to remain a major player in the UK, but also to make its mark in export markets

In particular, he has fine tuned the company's short/medium term strategy. He has made small but nevertheless telling changes to priorities, including sharpening the focus on the high volume products, in particular to improving quality and delivery, and to developing derivatives ahead of ever changing customer needs.

In addition, the strategy tuning calls for production centres to be dedicated to specific products, not least to facilitate greater quality control.

Signs of the major investment needed to achieve this are already in evidence: Montracon has installed beam welding equipment at its Doncaster plant that is now established as the company's centre for curtain sided trailers. In tandem with this, the company intends to increase throughput at Doncaster, with a

doubling of production there being set as a reasonable target. In line with this, over the next 12 months the Doncaster plant will see a number of major developments, including further investment in a state of the art semi-automated production facility.

In the same vein, the Market Weighton (East Yorks) plant, already the centre for reefer and insulated products, including transportable cold stores and blast freezers, has benefitted from the switch of dry freight vans from Doncaster. Market Weighton is poised, also, to become Montracon's core plant for rigid bodies.

Paul Avery will tell you that his arrival marks Montracon's move into the bodywork sector in its widest sense – from insulated/refrigerated bodies for four, six and eight wheel rigids, the offering is moving to full range for chassis down to as low as 7.5 tonnes

gross. An early spin off from this initiative is that Montracon is currently filling a large order for curtainsider bodies on rigid chassis for one of the UK's largest commercial vehicle contract hire and leasing companies

By definition, the Montracon plant at Mallusk will concentrate on the design, development and building of trailers other than curtainsiders and vans/boxes ie flat platforms machinery/plant carriers, rolling bogie skellies, tippers and associated specials.

Key to pushing these changes through has been the recent appointment of Garry Brewin as operations director. He joins John Rice, sales and marketing director, Mark Kidney, finance director, and Paul to make up the four man Montracon board. Garry's primary role is to drive the production efficiency and flexibility improvements called for while at the same time boosting delivery performance.

Further, while concentrating on the UK market, Montracon is also seeking to expand its interests overseas. An early beginning has seen refrigerated trailers enter service with a major supermarket chain in Malaysia and a close coupled curtain sided drawbar trailer has entered fleet service in Europe with a global soft drinks company. Built at Doncaster, the drawbar trailer has been tailored to meet the customer's precise requirements, including a full closure tail lift, buckleless, easy operation curtains and specific load securing equipment. The trailer will be based in Antwerp for operation within the Benelux countries.



Increasing variety of rigid bodies to be built for chassis down to 7.5 tonnes gvw

## IN CONVERSATION WITH THERMO KING:

# On New Products, New Innovations & the Future

Thermo King utilised the recent IAA show in Germany to the full; with so many new developments to share with visitors, Export & Freight's Garfield Harrison caught up with Vice President Karin De Bondt and Jorge Estelle Caro, regional director of North and East Europe at Thermo King to find out more.



Karin De Bondt  
VICE PRESIDENT

**Thermo King never** stands still on product development. It's a company that is always innovating in order to meet customers' ever changing needs. "That's why we are introducing a series of truck and trailer solutions including the new SLXi single- and multi-temperature trailer refrigeration platform which is designed to meet today's demands for more fuel efficiency, more connectivity and sustainability," said Karin. She said the SXLi range should deliver optimised performance, but also fuel savings of 10 to 20 percent, compared with its predecessor. "We spent many hours consulting with and listening to over 600

customers to find out exactly what they needed, and we spent thousands of hours on research and development to design new features and enhancements for the SLXi, which will be ready for launch in January 2017." The SLXi is the industry's first fully telematics-enabled refrigerated trailer unit. It will deliver full visibility of the unit and load condition with Thermo King's new TK BlueBox communication device and Bluetooth as standard. The TK BlueBox collects and stores unit data, which can be accessed through a free app on smart phone or Bluetooth-enabled device. This provides two-way communication that enables real-time unit management and access to critical data. Users can manage defrost, pre-trip, set point and additional operating mode settings remotely without a contract or subscription. The new SLXi range is also loaded with features that allow transport companies to substantially reduce the environmental footprint. In addition, the development and introduction of the range will bring benefits to Thermo King's manufacturing plant in Galway. "The plant is and will remain a very strong production facility and it will continue to grow as we develop new products in the future. The people there are very passionate about the Thermo King brand," commented Jorge. "It is an excellent team."

## UT SPECTRUM

Meanwhile, new designs introduced in distribution trucks with the advent of Euro 6 models has led to some challenges for front mounted refrigeration units on the roof of the cab, so Thermo King has come up with the UT Spectrum Series which offers under-mount refrigeration units for truck and drawbar trailer applications. The UT Spectrum unit provides total protection for both fresh and frozen goods in a range of two and three compartment configurations while meeting low noise requirements faced by distribution operations. On another front, the introduction of the R-452A refrigerant two years ago has been widely accepted by the market. "The R-452A refrigerant, which lowers the global warming potential by around 50% compared to the incumbent R-404A, is now standard across our product ranges," said Karin.

## KEY DRIVERS

The acquisition of FRIGOBLOCK and Celtrak has also opened up new opportunities for Thermo King. "These technologies have broadened our research and development capabilities by adding complimentary technology in areas such as hybrid, non-diesel, and operational intelligence solutions, so we have been able to accelerate new innovations

that meet and adapt to unique customer needs in the refrigerated transport sector." Another key driver for Thermo King is the ability to produce low noise units, especially for operators in the distribution / delivery sector, but as Jorge also pointed out, noise is also an issue for long haul operations. "Driver on long haul work do not want to contend with noisy refrigeration units when they are resting up for the night, and neither do the population in towns and cities where noise levels are increasingly an issue, but we have been able to stay ahead of the market with our product innovations, and they have been well received by customers conscious of their environmental responsibilities."

## SUPPORTIVE DEALER

Turning to the market in Northern Ireland, Thermo King has a strong and loyal customer base, not least, says Karin, because of the high level of service and support provided by dealers TTS (Technical Transport Products) in Ballymena. "You can have the best products in the marketplace, but if you don't have good service and support, you will not keep your customers," said Karin, "so we are very fortunate that we have a fantastic dealer in Northern Ireland, a family owned business that understands their customers and are really close to them."



Jorge Estelle Caro  
REGIONAL DIRECTOR  
OF NORTH AND EAST EUROPE





# Norspace Add More New Mitsubishi Fuso Canters to Its Fleet

**Norspace has recently taken delivery of another three 7.5 tonne Mitsubishi Fuso Canters from J&F Group to cope with an increase in demand for its range of portable and temporary accommodation units.**

**The new trucks,** in the main, are being utilised to transport and service Norspace's mobile toilet units which are located at a variety of different sites around the Province.

The new additions bring the number of Fuso Canters in the Norspace fleet to eight; the County Antrim based company acquired what was the first Fuso Canter 8.55 tonne model, the largest in the line-up which boasts a payload of almost six tonnes, from J & F Group last year, and it also has a number of 3.5 tonne models.

"We would be a big fan of the Fuso Canter, not least because they are ideal for our type of operation. They are economical to run, have an excellent payload and our drivers are very happy with them," says Norspace's Stuart Montgomery. "The fact the Fusos have automatic gearboxes is a big help to the drivers who cover quite a few miles during their working day."

Indeed, the innovative and unique Duonic is the world's first fully automated dual clutch transmission for trucks, making the Canter more comfortable and efficient than other commercial vehicles in the same class. The result is smoother, more fuel-efficient switching without the frictional losses found in traditional automatic transmissions.

Another big selling point for the Canter range, apart from the quality and robustness of the product, is the very competitive price and an impressive a five year warranty.

The Canter range comes with many other benefits, too – the controls, seats, heating and air conditioning leave nothing to be desired, while standard equipment includes a multifunction display with trip computer. One hallmark benefit of the Canter, of course, is its easy-to-reach joystick gearshift on the dashboard, which frees up space in the middle of the cab.

The Canter features exemplary safety technology, including a powerful engine brake, disc brakes all round and the now standard Electronic Stability Program ESP with numerous sub-functions. Passive safety is likewise a top priority. Side impact protection in the doors and the Fuso RISE impact protection and Break Override technology are standard for all models.

"We have been dealing with J&F Group for quite some time and always get an excellent service," says Stuart Montgomery. "Our portable toilet units out on hire naturally need to be serviced on a regular basis; that is an absolute necessity, so downtime can be potentially damaging for us, a fact that the team at J & F Group appreciate, so whenever one of our trucks has to go in for service or repair, they will always provide us with a suitable back-up truck. It is that level of support that we couldn't do without."





# SCANIA

# SUSTAINED 'TOP MARKS' FOR ROAD TRUCKS LIMITED

**2016 has been an outstanding year to date for Road Trucks Limited and it's not over yet - there's still more to come.**

**Scania's independent dealership for Northern Ireland – the longest serving in the UK – got off to a flying start this year when it was announced that the company had taken first place in Scania Great Britain's annual Dealer Development Agreement competition for 2015 – the company's highest ranking to date.**

This outstanding performance was brought about by sustained hard work and consistent team effort and comes on the back of a second place finish in 2014 and a third place finish in 2013. Additionally, it is only the second time that a perfect score of 100% has been achieved in the competition's history. In order to achieve this outstanding ranking Road Trucks recorded impressively short times to arrive at breakdowns. Coupled with this Road Trucks' technicians carried out greater than 99% of recall campaigns throughout 2015. Road Trucks also boasted the highest MOT pass rate of any Scania dealer in 2015 with over 98% of vehicles passing first time. With a culture of 'the customer always comes first' embedded firmly in every employee's mind, Road Trucks has recorded two 100% scores in the network's annual Mystery Shop Aftersales surveys this year. Road Trucks also recorded 100% scores at both its depots in Scania Great Britain's unannounced, Dealer Operating Standards, spot checks in the spring.

Road Trucks also achieved first-place in Export & Freight's Irish Fleet Truck of the Year in 2016 with Scania's R450LA 6x2/2 MNA Topline at the annual Export & Freight Transport & Logistics Awards in September. Scania's R450LA 6x2/2 MNA Topline beat all the competition and came out top overall; no mean feat given the criteria which included performance and reliability, driver safety and comfort, fuel efficiency and aftersales support from the dealership network. The judges said they recognised total cost of ownership as a strength of the Scania R450LA, with fuel economy, residual value and reliability also hailed as pillars of the brand. Road Trucks' Managing Director, John Marks, picked up the award on behalf of the company and Scania and that's not the only award that John received in 2016. He was also named as Larne's Business Man of the Year for 2016 in recognition of the company's outstanding performance under his leadership and guidance which reflects close to thirty years in the industry.

Finally in the year that has seen Scania launch its next generation of trucks, Road Trucks is immensely proud to confirm that the company has been shortlisted as a finalist in Commercial Motor's Franchise Dealer of the Year competition for 2016. This is a UK wide competition and the winner will be announced at an award ceremony on 23rd November. Fingers crossed.



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# IAA Exceeds All Expectations

This year's IAA exhibition in Hannover in Germany exceeded even the high expectations of the organisers.



**What is arguably** the world's leading trade show was even more international, with more visitors despite fewer days – and a total of 332 world premieres.

Three major topics dominated this IAA: electric mobility, digitisation and urban logistics.

As the show demonstrated, practically all the manufacturers of city buses and vans now have models with electric and hybrid drive in their portfolios. Some of these vehicles are already on the roads, and many more will appear in the near future.

Also very much in evidence was connectivity and automation in commercial vehicles, with examples on display that go far beyond the assistance systems

we have seen to date.

Trucks that are electronically networked and digitally connected on freeways and other long-distance roads – which we call platooning – can markedly reduce their fuel consumption and their CO2 emissions. At the same time, platooning enhances safety as there is no “moment of shock” any more and the connected electronic systems react immediately. For long-distance truck drivers connectivity has the added advantage that it enables them to “digitally reserve” a free parking space.

Digitisation, too, offers a quantum leap forward in towns and cities: more safety, greater efficiency, and better quality of life. All-

round cameras and sensors on the vehicles are deployed so that the “blind spot” and the associated dangers will become a thing of the past. Goods will be supplied on demand, individually and on time.

For towns and cities this is still a vision, but, as was demonstrated at IAA, it is already conceivable for destinations in rural and more remote areas, with vehicles supported by delivery drones that “swarm out” and fly to the relevant door.

The Export & Freight team spent a few days at the exhibition, and on the following pages we report on just some of the many highlights...

## MAN: A future-proof portfolio

MAN presented what it called its new future-proof portfolio. With the world première of the new MAN TGE, MAN is extending its product portfolio to include vehicles with a permissible gross weight starting at 3.0 tonnes, making it a full service provider for all transport requirements.

**MAN's strong brand** presence is rounded off by engines with new power levels, finely tuned transmissions, new interior and exterior design features focussing on the MAN lion trademark, as well as the introduction of the latest member of their coach family, the NEOPLAN Tourliner. At the same time, the traditional Munich-based manufacturer is preparing for the logistics of the future with new digital products and services.

The new MAN TGE will be available in numerous customisable variants, boasting

the best Total Cost of Ownership (TCO) and an impressive payload of up to 1.5 tonnes. The completely new diesel engine generation installed in the vehicles is characterised by its durability, reliability and economy, promising new peak performances for the new MAN TGE when it comes to efficiency and the environment. At the same time, state-of-the-art assistance systems offer maximum safety and the usual professional MAN service is of course always at hand.

MAN Truck & Bus also presented a range of measures designed to optimise the D26

and D38 engines. The new engines offer more torque and greater performance with lower consumption. The new D26 and D38 engines also feature a new, more reactive catalyst material for the SCR system, which means that combustion and exhaust gas treatment can be optimised so that consumption is reduced even further.

The top engine model with 640 HP, which was previously reserved solely for heavy-duty versions, is now available for almost all variants of the MAN TGX D38.







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# Game-Changing Ford EcoBlue Diesel Stars

The advanced all-new Ford EcoBlue diesel engine powered every vehicle displayed on Ford's Hannover stand.

**Ford say the** new engine provides commercial vehicle operators with fuel efficiency improvements by up to 13 per cent compared with the outgoing 2.2-litre TDCi engine, with CO2 emissions from 157g/km, and delivers significant improvements in low-rpm torque for enhanced driveability.

Hannover also marked the show debut for the new six-speed automatic transmission variant

of the Transit and Transit Custom, and Ford revealed the introduction of an enhanced all-wheel drive (AWD) system and the new SYNC 3 communications system on Transit.

Two years on from completing the renewal of its Transit line-up at Hannover 2014, Ford is firmly established as Europe's fastest-growing commercial vehicle brand. Over the past 24 months, Ford has seen its

market share grow from 10.8 to 12.9 per cent as it rose from fourth in the market to become the No. 1 selling brand.

"Ford's EcoBlue engine is a real diesel game changer, combining reduced cost of ownership with outstanding performance and cleaner emissions," said Bernhard Mattes, Chairman, Ford of Germany. "As our sales growth shows, Ford already offers the most advanced line-up of commercial vehicles in Europe, and the all-new Ford EcoBlue engine takes it to a new level."

# Continental reduces fuel consumption in commercial vehicles

With its innovations for commercial vehicles, international technology company Continental says it can achieve fuel savings of up to six litres per 60 miles, as a result of the systematic implementation of all technologies available during series production and development.

**Some of these** latest solutions – including reduced-weight air springs, fuel-saving tyres, and a smaller diesel oxidation catalyst – were on show at this year's show.

"We envisage great potential for future optimisation in fleet consumption. Our innovations – some of which are currently in the design phase and some of which are undergoing preliminary development – offer additional potential for reducing consumption by as much as two

litres per sixty miles," explains Nikolai Setzer, member of the Continental Executive Board.

This calculation takes into account more than 20 different technologies that either have recently been implemented in series production or are currently undergoing development. Continental is therefore improving the efficiency of commercial vehicles, cutting CO2 emissions, and improving the cost efficiency of goods transportation.

## Conti EfficientPro

At the IAA Continental also introduced its new Conti EfficientPro line of tyres for both steering and drive axles. The tyres have been developed specially for long-distance transport on motorways and feature optimised rolling resistance.

In developing the Conti EfficientPro, Continental has built upon tried-and-tested technologies already used in the EcoPlus tyre series. Thanks to special rubber compounds

for the multi-ply structure of the tread and optimised rolling properties, the rolling resistance of the Conti EfficientPro has been reduced even further.

Compared with the Conti EcoPlus tyre, a 40-metric-tonne semi-trailer truck fitted with Conti EfficientPro tyres on the steering and drive axles achieves additional fuel savings of up to 0.64 litres over 60 miles. Over an annual distance covered of 75,000 miles, this equates to a reduction in CO2 emissions of more than two metric tonnes per year.



# Product innovations highlighting 'DAF Transport Efficiency'

'DAF Transport Efficiency' was DAF's overall theme as it exhibited its full, industry-leading product and services range.

**The DAF trucks** on display included the LF for distribution transport, the versatile CF for a wide variety of applications and the flagship XF for heavy and long distance transport.

To highlight the importance that DAF and its 1,000 sales and service dealers attach to a full range of services to support their class leading products, PACCAR Financial, PacLease, PACCAR Parts, TRP and DAF MultiSupport Repair and Maintenance were also presented prominently on the manufacturer's stand.

DAF used the show to launch DAF Connect, an innovative fleet management system, offering the operator real-time information on the performance of his vehicles and



drivers. Information on vehicle location, fuel consumption, mileage, fleet utilisation and idle time are clearly presented in an on-line dashboard, which can be

tailored to customer requirements.

The user-friendly dashboard can be configured to provide comprehensive fuel reports with current and historical data that compares the fleet's vehicles and drivers. The Live Fleet View feature provides all the information needed about the location of the fleet in order to enable optimal planning including distances, routes and driving time for the vehicle and driver. Operators receive self-defined alerts when deviations occur in areas like speed, route, location and fuel consumption so they can immediately improve fleet performance.

DAF Connect optimises vehicle availability, reduces operational cost and enhances logistical efficiency. DAF Connect also allows the transport operator to effectively plan repair & maintenance and take advantage of tailor-made advice by DAF using DAF Connect.

"With DAF Connect we are entering a new era of supporting our customers to achieve the highest profitability per kilometre," commented Richard Zink, DAF Trucks' Director Marketing & Sales.








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# Do you recognise this man?

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His name is Dan Harris, Operations Manager at Cargo Express, and he recognises the importance of an efficient, compliant and, above all, a safe fleet of trucks.

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# Schmitz Cargobull Unveils S.KO Executive Fridge Trailer

Schmitz Cargobull unveiled its new S.KO Executive fridge trailer; not only are chassis, axles and body panels all made in house, but so too are the refrigeration units and telematics systems. Even the tyres bear SCB's famous elephant logo.



Using telematics, remote monitoring of location, trailer interior temperature, fridge fuel level can all be monitored. Load temperatures can be recorded and logged, and a clear view provided of vehicle maintenance schedules and availability. Other information transmitted includes coupling status, door locking, energy supply (ie fridge plugged in or internally powered), trailer mileage, axle load, brake wear and tyre pressure. This can be received by computer or smartphone. Alarms

can be configured to flag-up potential problems before they become serious. Besides the telematics, there are physical changes to the new S.KO trailers too - they are available without temperature-control systems for goods where more protection and security is required than is provided by curtainsiders. Also unveiled was a new modular load securing system: the V7; which allows the adjustment of internal beams in 40 mm increments, and leaves both floor and ceiling

free of potentially dirt-trapping holes. Schmitz also launched a PIN-locked control panel for its Cargobull fridge unit, which means settings cannot be adjusted unless a four-digit number is first entered. The system will be standard on the S.KO Cool Executive fridge trailer. There's also a new, concealed door-locking system available for the company's fridge and box van trailers, which is secured by a PIN-enabled lock.

## Future of Connected Refrigeration at the Carrier Transicold stand

Carrier Transicold had built an exclusive e-Solutions Lab in its stand, inviting customers to step inside for a glimpse at what a world with 'connected refrigeration' might look like.

Inside the lab, visitors were able to experience many of the technologies being considered for future generations of Carrier Transicold refrigeration systems, from advanced real-time communication to assets that proactively transmit

notifications to the customer. Connected refrigeration is expected to support complete traceability within the cold chain, from farm to fork, as well as sustain efforts to monitor and reduce environmental impact. Also on display was the first

prototype Carrier Transicold natural refrigerant trailer unit to be delivered to a customer in mainland Europe, which will shortly enter service with Netto Marken-Discount under a three-year technology field trial. The trailer unit, delivered by

Carrier Transicold Germany, has already been recognised as winner of the environment category in the prestigious Trailer Innovation Awards 2017, which was formally presented at the IAA.

The unit marks a new generation of Carrier Transicold transport refrigeration systems for trailers that operate exclusively with carbon dioxide (CO2) refrigerant in a closed-loop system. CO2 is a safe and non-ozone depleting gas with a global warming potential of one, making it the baseline against which all other refrigerants are measured.

## World Premiere for Iveco Z Truck

Iveco's Z Truck, the long-haul concept truck that breaks away from every constraint to be a zero-impact vehicle for a totally sustainable transport system, made its world debut at the IAA.

This concept is based on a heavy truck running on Bio-LNG with conformable tanks, enhanced aerodynamics and a waste heat recovery system, to deliver long-haul transport with autonomy of 2,200 km and virtually zero CO2 emissions. It also delivers zero accidents through the advanced use of automated driving technologies and it defines how new technologies and autonomous driving will change the role of the driver, who will become an on-board logistics operator. With zero stress and zero waste of time with the driver-centred design, the cab is freed from traditional constraints to be reconfigured according to the different uses (driving, automated driving, office work, resting) and the HMI (Human Machine Interface) to adapt the way it provides information as needed - the right information, at the right time, in the right place. The seat, steering wheel system, pedals and controls console form a self-contained unit



that is suspended independently from the cab for the smoothest ride. The air conditioning system provides ideal conditions around the driver's seat, creating a Climatic Bubble that encloses the driving platform, so that the driver enjoys ideal temperature conditions with no disturbance from air flows. Clearly, the Iveco Z Truck takes a step into the future anticipating the way alternative energy, new technologies and automated driving will change the driver's life. Its pioneering approach has resulted in this

concept being protected by 29 patents. Pierre Lahutte, Iveco Brand President comments: "We are facing a revolution triggered by the concern for the environment, the economy, and safety on and around vehicles. With our focus on our values of sustainability, TCO, technology and business partnership with our customers, at Iveco we have been working to constantly reduce the impact of our vehicles with alternative fuels such as bio-LNG, and putting the driver and the customer at the centre of our technological and design development. "With Iveco Z Truck and its 29 patents, we are defining where our efforts could lead us in the future: a vehicle with a human dimension, designed to accommodate comfortably and safely the work and leisure activities of the driver, adapting each time to his needs. We are defining a future of long-haul freight transport that is totally sustainable - a vehicle that has zero impact on its environment, with zero emissions and zero accidents."





## Krone reveals its light CEP Shuttle

With the new and lightweight CEP Shuttle, Krone offers an interesting solution for express courier parcel service providers. The payload of the vehicle is of about 1,000 kg; which corresponds to an absolute peak value. The total volume of the electric CEP is approx. 18.5 m<sup>3</sup>; the effective volume is 8.2 m<sup>3</sup>.

A characteristic feature of the Krone CEP Shuttle is the curved-shaped roof. The advantage of the curved roof panel is that it helps prevent the normal problems of pooling water or ice-sheet formation in winter. Rain water is drained away in a controlled manner on the CEP Shuttle.

As standard, the vehicle is equipped with a mechanically driven sliding door on the side (on the right in the direction of travel) and rear doors. For the interior, Krone relies on the well-tried combination of fixed and folding shelves; in addition, there is a space for stowing a hand cart on the inside of the rear door. The interior lighting of the vehicle is controlled by motion detectors.

The bolted-on rear step makes getting in and out of the cargo area safe and easy. When manoeuvring in reverse or parking, the reversing camera fitted above the rear door gives you a clear view for exceptional safety. The aerodynamic roof hood and side panels do not just provide good looks to the vehicle, rather they also have a positive effect on its fuel consumption figures.

## World premiere of all-electric Mercedes-Benz Urban eTruck

The Mercedes-Benz Urban eTruck illustrates the fascinating possibilities of connectivity, electric drive systems, future display and control technologies, telematics, and a largely self-sufficient power supply.

Aimed at the heavy short-radius distribution sector, the triple-axle vehicle with a permissible gross weight of 26.0 t produces zero local emissions and runs silently, yet it is equal to a truck with an internal combustion engine in terms of load and performance, and, thanks to its innovative power supply, it is also economical.

The Urban eTruck holds its own against similar internal combustion engine-powered trucks in every respect, even its weight. The additional weight stands at only 1700 kg.

As the EU Commission is in favour of increasing the permissible gross vehicle weight of trucks with alternative drives by a maximum of 1.0 t, this will more or less cancel out the weight disadvantage of the electric drive.

The outstanding features of the Urban eTruck include its drive with electrically powered rear axle and electric motors directly adjacent to the wheel hubs. Their maximum output is 2 x 125 kW, while torque is 2 x 500 Nm. The standard version of the axle has already proven itself in buses.

The battery capacity of the Urban eTruck has a modular design. The basic arrangement is a battery pack consisting of lithium-ion batteries with a total capacity of 212 kWh. This results in a range of up to 200 km – normally enough for a typical day's delivery round.

### Vision Van

Meanwhile, with the Vision Van, Mercedes-Benz Vans also showed a revolutionary van study for the urban environment.

As an integrated system, the vehicle incorporates a number of innovative



Vision Van, Mercedes-Benz Vans

technologies for last-mile delivery operations.

The Vision Van boasts an unprecedented level of connectivity of information and technologies. It is the first van worldwide to serve as an integrated concept for a completely digitally connected process chain from the goods distribution depot to the consignee.

The Vision Van features a fully automated cargo space, integrated drones for autonomous air deliveries and a state-of-the-art joystick control. Powered by a 75 kW electric drive system with a range of up to 270 km, deliveries with the Vision Van are locally emission-free.

The electric drive system additionally guarantees that it will remain possible to operate the Vision Van in inner-city zones where the introduction of bans on vehicles with internal combustion engines is planned. The virtually silent electric drive system facilitates late deliveries in residential areas for the purposes of same-day delivery.



Phil Eaglestone and Garfield Harrison, Export and Freight with the Mercedes-Benz Urban eTruck.

## SDC showcase Kinetic Energy Recovery Trailer

SDC's ground-breaking Kinetic Energy Recovery System (KERS) semi-trailer made its European debut; the KERS innovation was one of three trailers SDC had on display, alongside a low ride height skeletal trailer and the company's new hospitality trailer.



**SDC launched the** fuel saving KERS trailer at the CV show in Birmingham earlier this year, with a prototype unit under-going road trials by logistics operator Eddie Stobart. The technology can deliver a reduction in fuel consumption by up to 25% and in doing so, significantly reduce CO2 and NOx emissions on HGV's.

In June SDC revealed that the innovation could save operators as much as £10,978 annually on fuel expenditure alone. The patented technology employs a regenerative braking system to capture energy during vehicle deceleration and store it in a bank of graphene ultra-capacitors using static electricity. When the operator accelerates, control units on the tractor and trailer will communicate with each other to create a hybrid electric vehicle, which is powered through an electrically driven axle.

SDC's second show debut was a multi-functional skeletal trailer, which has been designed with the operator in mind. The smart design allows containers to be moved to the rear of the trailer for ease of loading and off-loading. The skeletal trailer is adaptable to all standard container sizes and complies with European height restrictions for the international operator.

## Volvo Trucks showcases 'the Power of Knowledge'

Volvo Trucks' presence at the 2016 IAA Commercial Vehicles in Hannover was described as 'a manifestation of the Power of Knowledge.'



**Furthermore, the most** recent proof of the company's outstanding ability to drive progress for customers is its victory in Germany's prestigious Fehrenkötter long-term, multi-brand test.

The test focuses on the total cost of ownership over two and a half years in actual operating conditions. Carried out jointly by German haulage company Fehrenkötter and trade press magazine trans aktuell, it featured seven trucks from seven manufacturers. The Volvo FH with 13-litre Euro 6 engine

and I-Shift transmission came out ahead of all competitors in the 2014-2016 test result, announced in conjunction with IAA. In addition to the lowest total cost of ownership, the FH also had the best fuel economy.

"Even though the Fehrenkötter truck is equipped with our previous powertrain generation, this victory proves that our continuous focus on combining superb productivity and performance with first-class fuel efficiency is a winning formula," says Claes Nilsson, President of Volvo Trucks.

Meanwhile, visitors also learned about the

new Volvo Concept Truck, the result of five years of research and which is said to cut fuel consumption by more than 30 per cent in long-haul operations, mainly thanks to a state-of-the-art powertrain, more aerodynamic design and weight optimisation.

"And this is just the beginning. While the Volvo Concept Truck is equipped with our standard D13 Euro 6 engine and I-Shift transmission, the next concept version will feature a new ground-breaking powertrain. We will unveil the details in the near future," says Claes Nilsson.

## World premiere of the first electrically powered Crafter

Volkswagen Commercial Vehicles showed off their new e-Crafter concept vehicle, a fully thought-out concept for zero emission city centre delivery traffic.

**Even from the** very first designs for the new Crafter electric power as a drive system variant was already incorporated into the plans; the first e-Crafter vehicles will already be in customers' hands by 2017.

The character of the new Crafter has not been changed by the electric drive system. The concept vehicle continues

to offer robust inner qualities, such as outstanding payload capacity, ideal cargo space of 11.3 cubic metres and a maximum cargo space height of 1,961 millimetres. The load width available between the wheel arches is 1,380 mm and the maximum cargo space length is 4,855 mm, thus meaning no changes to the overall dimensions.

With a permitted total weight of 4.2 tonnes the roadworthy concept vehicle is accelerated by the 100-kilowatt electric motor up to the maximum permitted speed of 80 km/h. Both urban motorway and inter-urban journeys are thus no problem. Thanks to maximum torque of 290 Newton metres, which is effectively available

without any delay, appropriate performance levels are a piece of cake even with a maximum load of 1,709 kilograms.

The concept vehicle's battery pack, which is made up of 312 cells and has a total capacity of 43 kilowatt hours, is accommodated in space-saving fashion under the cargo space floor. The cargo space capacity thus remains unchanged. Depending on vehicle configuration, the battery unit enables a range of more than 200 kilometres. Subject to sufficient charging current capacity, the batteries can also be charged back up to 80 per cent in 45 minutes.



# Road Efficiency

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+ greater safety  
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## Thermo King Unveils Intelligent Solutions

Thermo King showcased what it called 'the future of transport refrigeration' with new innovations to address customer needs through connectivity and data-driven intelligence.

It launched a series of truck and trailer solutions including the new SLXi single- and multi-temperature trailer refrigeration platform designed to answer today's demands for fuel efficiency, intelligence, connectivity and sustainability. The SLXi platform of single- and multi-temperature trailer refrigeration units were developed with an expanded focus on the

unit's intelligence, communication capabilities, fuel consumption and temperature management.

"We collaborated with hundreds of customers and dealers to understand the actual ambient conditions, temperatures and operating models for different types of cargo in daily use," said David O'Gorman, product manager at Thermo King. "We listened and then spent

thousands of hours on research and development to design new features and enhancements for the next level of refrigerant trailer unit platform, the SLXi." The SLXi range includes tailorable operational parameters to meet customer needs, application and ambient conditions. The customised profile conditions create optimised performance and fuel savings of 10 to 20 percent, compared with its predecessor.



## Scania Puts On Show Its Next Generation Trucks

Scania arrived at the IAA with the new next truck generation range that the company unveiled almost a month prior to the event at a much-praised global introduction in Paris.



"The reception it has received and the level of interest has exceeded even our wildest imagination," says Christopher Podgorski, Senior Vice President, Scania Trucks. "We knew that customers and the rest of the world had high expectations, but the level of interest and the reception have been completely bewildering."

Scania is in the midst of an intensive launch phase for the new truck generation. "No one has missed the point that this involves a completely new generation of vehicle and big fuel savings," says Podgorski.

"But there's also been acceptance of the idea that Scania is also introducing a new way of working with applications through dialogue

with customers regarding profitability, sustainability, and tailormade integrated solutions. We have an extremely clear focus on customers' businesses and the potential for them to earn money through investing in our solutions. Scania is now redefining the term 'premium' within the truck industry."

Attractions at the Scania stand included four new-generation trucks as well as a cross-section of a cab. The very successful existing product range – dubbed 'the best ever' thanks to its unmatched level of quality – will be manufactured in parallel with the new generation.

Also on display at the stand were other models that included a gas vehicle that uses liquified natural gas (LNG) and has capacity for long stretches of driving, as well as Scania's unique hybrid truck that combines Euro 6 and operation on hydrotreated vegetable oil (HVO) with noise- and emission-free driving on pure electricity.

## Renault Trucks Launch High Edition

Renault Trucks presented its entire range of vehicles - from the T Maxispace through to the already iconic K range.

Where long distance trucks are concerned, visitors were exclusively able to see for themselves the Renault Trucks T Maxispace High Edition, a special edition of the T520. Likewise visitors were able to climb on board a cut-open cab of the T High for a closer inspection of the ergonomics, the visibility and in particular the comfort of this vehicle, voted international

truck of the year 2015 during last year's Hanover fair.

A worthy successor to the Renault Magnum, the perfectly flat floor of the Renault Trucks T High makes it extremely spacious. Providing maximum driver comfort, the High Edition, with its elegant black paintwork, aluminium wheels and carbon-look trim, will certainly stand out on the road.

The driver's cab includes plush styling with "High Edition"-embossed leather upholstery and carbon-look elements. For additional comfort, the steering wheel and two driver armrests of the T High Edition are available in leather. Other features complementing the interior atmosphere of the T range include soft lighting from spotlights along the passageways when the driver is resting,



and red lights for maximum comfort when driving at night.

Meanwhile, other highlights of the Renault stand included a very special version of the K, specific to the German market, the Renault Trucks K480 Skorpion, plus the MKR Adventure K truck just back from its recent performances at the Dakar and the Silk Way Rally.



# Next Generation Scania Impresses Local Operators

Scania dealer Road Trucks recently took a party of 32 local fleet operators to Sweden for the customer launch of the new generation truck, voted "International Truck of the Year" by a jury of leading European trade press journalists.

Accompanied by six staff members, including Road Trucks Managing Director John Marks, the party was flown to Stockholm and then taken on a visit to Scania's state-of-the-art assembly plant in Södertälje.

"Our customers came away very impressed with the new truck; it's superb," says John. "Since its official launch in Paris, interest has been building and we already have firm orders for the first deliveries in the New Year."

As with the awards jury, customers have been attracted to the new truck's cab which offers exceptional levels of driver comfort, to its many safety aspects and, of course, to the fact that it delivers an impressive 5% reduction in fuel consumption, thanks to factors such as improved powertrains and better aerodynamics.

"With rising diesel prices that 5% improvement will make a significant difference," says John, "and that 5% is on top of what our most fuel efficient and award winning truck, the 450, is already delivering. In addition, there should also be an enhanced



RV, which is also an attractive proposition."

He adds: "We will have demonstration models available for the New Year which is already shaping up to be a busy time for us; we have a very strong order book for 2017 when the new Scania will be available alongside the current model which

remains very popular with fleet owners."

Scania's investment in the new model range, totalling SEK 20 billion, is the largest ever in the company's 125-year history, with production already well underway at Södertälje; there will eventually be a choice of 24 different models.





# DAF CF 310: THE DAF CF MAKES AN IDEAL DISTRIBUTION PARTNER

The distribution sector is an increasingly busy and challenging market, and having the right tools at your disposal has never been more important to meet customers' ever exacting demands. Drivers, of course, are on the frontline day and daily, so providing them with a good working environment will clearly make their task that much more easy.



A happy driver is also a productive driver, which is why DAF's CF has become the distribution truck of choice for many operators, so Export & Freight's Garfield Harrison spent the day behind the wheel to find out more. We picked up our test truck, a Euro 6 DAF CF 310 FAN 6x2 rigid Don-Bur Curtainsider, at TBF Thompson DAF in Mallusk and, fully loaded at 26 tonnes, headed into the busy city centre of Belfast to see what the distribution driver has to contend with.

We quickly discovered why the DAF CF is much appreciated; its tapered day cab shape allows for great manoeuvrability in confined areas and made driving in dense traffic that much easier.

We also later discovered that getting in and out of the cab is relatively effortless thanks to the low positioning of the large access steps and handgrips which, incidentally, also makes cleaning the windscreen easy and safe.

After all, good visibility is essential when operating in built up areas, and talking of which, the CF is fitted with electrically heated large and wide angled mirrors to further enhance the driver's view from the cab. Daytime running lights with four LEDs at each side, integrated into the main headlight units, also contribute to the truck's operational safety. As we mentioned earlier, a pleasant working environment is essential, and the DAF CF doesn't disappoint.

## FRESH & MODERN

The CF cab has a fresh, modern appearance. The dashboard features easily reached switches and an instrument panel which includes a 5 inch full colour TFT display with Driver Performance Assistant, the interactive

programme that supports the driver in achieving the most cost effective driving style. Switches with similar functions have been grouped together for easy reference while the dashboard wing contains a double-DIN slot, a stylish park brake handle and a heating control panel.

The adjustable, four-spoke steering wheel has a comfortable feel about it and it offers an unobstructed view of the instruments, with the left and right buttons logically grouped into infotainment and driving functions.

We must also make mention of the driver's seat; it really is state-of-the-art. The Xtra Leather Air seat can be adjusted to perfectly fit the driver's frame, size and shape, offering one the highest comfort levels that we have come across. You only need to make the adjustments once. The driver will find the same comfortable position every time he enters the cab without the need for re-adjustment, a bonus in distribution-like situations.

Even the clutch pedal has been designed with the driver in mind, being placed close to the cab floor to provide the best possible drive-off control. The other two pedals are positioned to enable easy change from accelerator to brake and back. The brake pedal is a hanging type, creating more space for the drivers' feet.

## SAFETY FIRST

Safety features are what you would expect in a truck of this calibre. They include Adaptive Cruise Control that keeps the truck at a safe and comfortable distance from the vehicle ahead. The Lane Departure Warning system prevents inadvertent lane changes that could, for example, be due to driver fatigue or distraction; it could also offer an effective driving aid in low visibility or foggy conditions. Our CF came with an AS Tronic 12 speed gearbox and was powered by a PACCAR PX-7 6.7-litre engine, rated at 231kW/314 hp with maximum torque of 1100Nm@1200-2000rpm. It is both quiet and economical, which is nice for the driver and good for the environment, making it ideal for intensive distribution transport.



## Specification

**Model:** DAF CF 310 6x2 rigid

**Cab:** Day Cab

**Engine:** PACCAR PX-7 314hp

**Max Torque:**  
1100Nm@1200-2000rpm

**Gearbox:**  
AS Tronic, 12 speed





### SUMMARY

We spent around five and a half hours behind the wheel, with our test route out of Belfast taking us to Bangor, Newtownards, down to Portaferry, across Strangford Lough to Downpatrick and Newcastle, on to Banbridge where we joined the A1 dual carriageway back to Belfast.

We also took in quite a few villages and experienced most conditions that a distribution driver would along the way and at no time did the DAF CF fail to meet our high expectations. It was a real pleasure to drive, with a well designed and laid-out comfortable cab in which you'd look forward to spending your working day.

But don't take our word for it. If you are in the market for a new distribution truck, we'd recommend that the DAF CF Euro 6 should be on your wish list.





# MAN delivers for bottle maker

**MAN Truck & Bus UK has delivered 12 new TGX tractor units to Encirc; the order comes on the back of Encirc committing to seven new Euro 6 TGX models in 2015. Both orders have been placed through RK Trucks in Carryduff near Belfast.**



From left Donal Rice of RK Trucks, Roger Turnbull of MAN, John McNally of Encirc, Brian Beattie and Simon Elliott both of MAN

**John McNally, Encirc** logistics manager Ireland and England, said: "We are pleased with the service and cost of ownership we have experienced with the first five MAN TGXs we put on the road in 2015.

"The new trucks are going to be put in service at both the Derrylin, Co Fermanagh and our Elton, Cheshire, plants. Geographically MAN is perfectly located to carry out all our servicing and day-to-day requirements.

"We have been very impressed with the whole package and the ease of dealing with MAN as a supplier."

Brian Beattie, MAN area sales manager, added: "MAN has offered a cost effective solution to

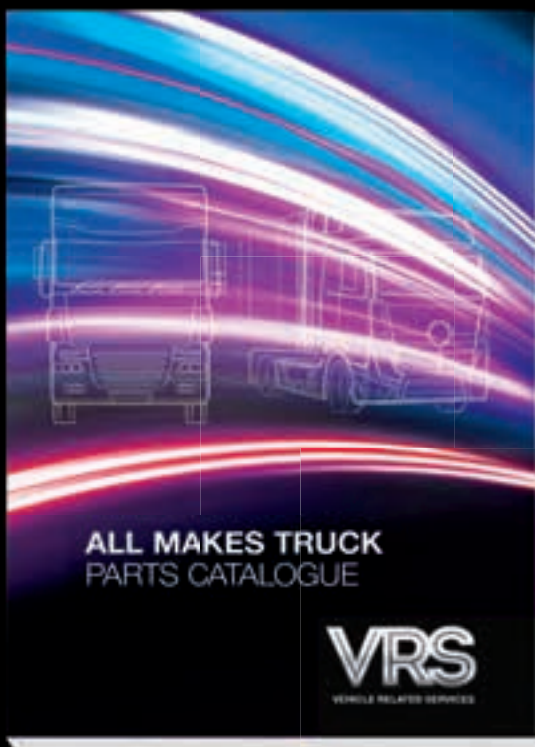
Encirc's fleet requirements. It is pleasing to hear such an enthusiastic customer testimonial which is based on the efficiency of the trucks, driver satisfaction and successful service levels. We look forward to enjoying further successful business opportunities with Encirc in the future."

Donal Rice of RK Trucks added: "We are pleased that Encirc returned to RK Trucks for service when building its MAN fleet."

Encirc is now operating a fleet of 33 vehicles, 19 of which are MAN.

The new vehicles to the fleet will be involved in drawing raw materials for the manufacture of glass and also delivering the finished product to customers.

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## Fork Lift Truck Association launches Stolen Truck Database

In order to help the police and to protect the public, the industry's foremost trade body, the Fork Lift Truck Association (FLTA) has created an online database where thefts of trucks can be reported. Users simply visit the FLTA website to report a theft or check the database to avoid buying a stolen machine.

**The Stolen Truck** Database is believed to be the first of its kind in the UK. Through it, anyone who has had a truck stolen can report the theft and the details of the truck including make, model, power source and serial number. This is then added to a central database. Similarly, anyone being offered a used truck can access the database to check whether it has been reported as stolen.

"The FLTA has been operating a similar database for the benefit of its members for a number of years and, because it has proved so successful we decided to open the facility to a much wider audience" explains FLTA Chief Executive Peter Harvey.

"Over time, it will become an invaluable resource to the whole industry including those buying trucks, those who own trucks and the trade itself. It will also be a valuable tool for law enforcement officers."

To access the database, please use this link: <https://fork-truck.org.uk/best-practice-advice/stolen-truck-database>



Pictured (left to right), from RiverRidge Recycling, Richard Kirkpatrick, Manfred Mutemajiri, Peter Stone, Barry Doherty, Hubert Kirkpatrick, Stephen Thompson, and Darren Patterson.

## RiverRidge Recycling's HGV Drivers Cycle for Safe Urban Driving Course

HGV drivers from RiverRidge Recycling took to their bikes in Belfast as part of the Safe Urban Driving course, aimed at improving safety for all road users.

**The Freight Transport** Association has developed a new scheme in conjunction with Cycle Training UK, Sustrans, the Public Health Agency and Belfast Strategic Partnership, to help HGV drivers gain first-hand experience of the challenges faced by cyclists.

With four sites in Belfast, Coleraine, Derry-Londonderry and Portadown, RiverRidge Recycling coordinates a fleet of 60 vehicles to serve a diverse customer base across both the private and public sectors of Northern Ireland.

Stephen Thompson, Group Transport Manager, commented, "Our fleet covers most of Northern Ireland and we acknowledge that we have a part to play in making our roads safer for all operators. This initiative allowed us to take to the busy roads on a bike, to help us appreciate the feeling of riding through a congested city centre."

"It is important that our fleet is able to be driven with cyclists and pedestrians in mind and this programme really helps affirm the issues faced by today's city cyclists and how much space they require. We are currently looking at installing more cameras in our vehicles to provide more visibility to the driver

in relation to vulnerable road users and pedestrians."

The accredited course is split into two parts, one half of the day involved theory training in a classroom with an FTA coach and the other half of the day involved cycling to gain a cyclists' perspective of riding on and sharing busy urban roads with commercial vehicles alongside two Sustrans trainers.

Seamus Leheny, FTA's Policy & Membership Manager for Northern Ireland, said, "The feedback from local HGV operators on this road safety initiative has been extremely positive, and we were delighted to be running the scheme in Belfast again this year. It is vital that as an industry we play our part in improving road safety, especially in Belfast city centre and our other urban areas."

"It is great to have RiverRidge Recycling's support. It is important for business to understand the issues faced by both professional drivers and vulnerable road users, the course helps to promote good driving behaviour and safety tips. The more awareness drivers receive, the safer the roads are for cyclists. We all have to learn to share the road."

# DFDS Carries Millionth Freight Unit On Channel

Freight volumes for the DFDS Dover-Dunkirk and Dover-Calais routes have been roaring ahead this year and the operator has just smashed its predictions on setting a record million units.

**Freight sales director** Wayne Bullen said: "We knew we were on course, but the special moment came earlier than we originally predicted. Milestones such as this emphasise the high level of service we are offering on the Channel routes and underline the confidence and loyalty we receive from our customers."

DFDS celebrated the occasion by handing out complimentary branded travel mugs to freight drivers arriving for the one-million-mark sailing from Dover, and presented a hamper of goodies to the driver of the millionth vehicle.

He was Michal Vrba, a driver with Inex Spedition, a transport and storage operator

based in the north east of the Czech Republic at Trutnov, some two hours from the nation's capital of Prague.

The company operates a modern fleet of 43 trucks. Michal was delighted that his vehicle was the millionth shipped with DFDS on the Channel during 2016. "I like DFDS, they look after drivers, though I never expected this as well," he said, smiling and accepting the prize hamper.

Wayne Bullen thanked him for his and his company's valued custom and added: "We are now confident that we will carry over 1.3 million freight units by year end, cruising



Freight sales director Wayne Bullen with driver Michal Vrba.

past the 965,000 record we set for 2015 and confirming our status as the market leader for ferry traffic on the Channel.

"It also reflects on our long-standing policy of valuing our freight customers, whose drivers enjoy dedicated facilities in the Road Kings club on board our vessels as a reward for their loyalty."

DFDS has already celebrated a 63 per cent increase in freight volumes on the Dover routes in the second quarter of this year, part of an upswing following the addition of two new ships on the Calais route in the spring, Cote des Dunes and Cote de Flandres.

## New Series of Piston Pumps from Hi-Power

Sunfab's Irish distributor Hi-Power, which has depots in Belfast, Dublin and Cork, is now stocking a new generation of high efficiency and compact bent axis piston pumps.



**The SAP 012-108 DIN** is a series of light weight casing piston pumps with a fixed displacement for demanding mobile hydraulics. SAP 012-108 DIN covers the displacement range 12-108 cm<sup>3</sup>/rev. at a maximum pressure of 400 bar.

It is a modern, compact pump which meets the market's high

demands on flow performance, pressure, efficiency and small installation dimensions.

It features a light weight metal casing design and offers smooth operation over the entire speed range. Other advantages include:

- Long life due to high quality demands on material selection, such as bearings, seals, etc

- Corrosion free light metal-housing
- Less heat generation due to better ability to dissipate heat through housing

The pump is either mounted directly on the power take-off or on a frame bracket via an intermediate shaft.

## Another Maxol Station Refurbished

Forecourt retailer Maxol is investing £1.25 million to upgrade shop facilities across eight of its company-owned service stations in N. Ireland.

**The investment, in** conjunction with its symbol partner Spar of the Henderson Group, has seen it extend its fresh chilled food offering to provide even greater convenience for customers who want to shop locally.

## SmartDrive Systems becomes latest FORS Associate

SmartDrive Systems, the provider of video-based driver safety programmes, is the latest company to unite with FORS, the Fleet Operator Recognition Scheme – joining as a FORS Associate.

**The special FORS** Associate position recognises SmartDrive, alongside over 85 other companies, as a provider of FORS-approved products and services to bring greater levels of safety, efficiency and environmental protection to CV operators.

Together, FORS Associates provide members with discounted products and services, alongside a raft of further benefits that come with accreditation.

SmartDrive, with its focus on driver safety, wellbeing and behaviour, uses a video-based

platform to help operators proactively manage and improve driver behaviour and reduce risk. With this focus on driver improvement and efficiency, the company chose to become a FORS Associate in order to support fleets who are striving for best practice.

SmartDrive offers forward and interior facing cameras and can also integrate with up to 2 additional cameras, such as side or rear, for a more comprehensive view. The cameras are triggered to record by pre-determined variables and can also be manually activated by the driver should an incident occur.



**EXPORT &**

**FREIGHT**

**TRANSPORT & LOGISTICS AWARDS**

**2016**

**AWARD  
WINNERS**

**IN PROFILE**



Adrian Logan, Colin O'Hanlon (Winner of the RHA Top Table award) and Martin Reid, RHA.



Sheena Halvin from Marie Curie, Adrian Logan and Michael Cardwell from Actions not Words who raised £11,400 for their charities.



Adrian Logan, Niall Smith (Winner of the Michelin Tyre Draw) and Jason Cooper.



Helen Beggs, Export & Freight.



Adrian Logan



Tim McGarry



Transport Personality of the Year Winner - Dermot Mulgrew Senior





# Everyone A Winner at 15th Annual Transport & Logistics Awards

The record breaking 15th annual Export & Freight Transport & Logistics Awards once again highlighted the depth and diversity of an industry fully deserving of recognition and reward.

And over £11,000 was raised for charity, thanks to industry generosity and one remarkable donation.

**On what was** – and is – the biggest event in the transport & logistics calendar, we had a record level of entries and a record guest attendance, as all the worthy winners were revealed across the 16 separate categories. One of many highlights on the night was the recognition awarded to Dermot Mulgrew Snr, founder of Mulgrew Haulage Ltd who received a standing ovation from the more than 500 guests when he was presented with the Transport Personality of the Year award. Like so many before him in our industry, Dermot began his journey with just a single truck and only the one customer to count on. Nearly 45 years later, that company has grown to become one of the most successful and respected transport and warehousing businesses on the island of Ireland. Other winners included RiverRidge Recycling who scored a notable hat-trick, picking up the Safety Award, the Own Account Operator of the Year award, and in Stephen Thompson, Transport Manager of the Year award.

## CHALLENGES

In her opening address, Export & Freight's Editor-in-Chief Helen Beggs commented: "Tonight is our opportunity as an industry that is taken so much for granted to stand up and take a bow. Without an effective, efficient logistics industry tonight wouldn't be happening. And I think that those of us here and the industry we represent deserve to be celebrated, entertained and rewarded."

"But we cannot and must never take our

success for granted. It takes an enormous amount of hard work, time - and understanding of the importance of working together. And if wealth is illustrated by sheer determination and hard work, our industry is the richest in the world. Although I have to say, that there are times when it doesn't always feel like that.

"We are dogged by government legislation, we have to continue to embrace compliance, bear the brunt of fuel duty, price wars, unfair competition and now heightened security risks worldwide. But whatever is thrown at us we face it head on."

And added Export & Freight's Garfield Harrison:

"Tonight we are once again in the company of the cream of the transport industry, so let's celebrate your existing and future success."

"This event has grown from strength to strength over the years and Helen and I are truly humbled by all your support. None of this would be possible without all those who enter the various categories or without our fantastic and loyal sponsors; we thank them sincerely for their continued support."

"Also we would like to thank our panel of judges for the long hours and hard work they have put into choosing the winners; it is a very difficult task performed with honour and integrity and involves many hours of deliberation and debate, telephone interviews, site visits and behind the scenes research."

## GENEROSITY

The generosity of all those attending the event was also underlined by a charity collection for

two worthy causes – the Marie Curie Cancer Care and the little known Actions Not Words which is a remarkable charity that focuses on providing under privileged children with quality education; currently it is sponsoring over 60 children into boarding school from one of Kenya's most poverty stricken slums in Nakuru.

A total of £5,700 was donated and equally divided between the two charities –but then transport company Link It Logistics stepped in and generously doubled the amount! That meant that Marie Curie and Actions Not Words were each presented with a cheque for £5,700 – a total of £11,400.

Link It Logistics' Colm Diamond says that with so many award winners on the night, he felt those quietly working in the background for both charities also deserved to be recognised for their efforts in some way.

"My mother and father have recently fought cancer and the video presentation featuring a young boy from Kenya was absolutely heartrending and very moving," he adds, "so we just wanted to show our appreciation."

Meanwhile, other 'winners' at the awards included RTU's David McIlroy and Liam Taggart from W S Dennison Ltd, both of whom received ferry tickets for a return trip for a car and four passengers, courtesy of Stena Line.

So, who among all those who entered walked away with a trophy in their hands?

Over the following pages, you can read all about who won what and why...

## AWARD WINNERS

### Safety Award

**WINNER: RiverRidge Recycling**

### Top Fleet of the Year

**WINNER: Allen Logistics (NI) Ltd**

### Excellence in Customer Service

**WINNER: Dennison Commercials Ltd**

### Top Training Operator of the Year

**WINNER: McBurney Transport Group**

### Greener Safer Fleet Award

**WINNER: Derry Refrigerated Transport**

### Technician of the Year

**WINNER: Darren Wylde, Mercedes Benz Truck & Van NI Ltd**

### Driver of the Year

**WINNER: Arnold Palmer, McBurney Transport Ltd**

### Transport Manager of the Year

**WINNER: Stephen Thompson, RiverRidge Recycling**

### Innovation Excellence

**WINNER: Irish Ferries Freight**

### Chilled Operator of the Year

**WINNER: DFDS Logistics Ltd**

### Own Account Operator of the Year

**WINNER: RiverRidge Recycling**

### Haulier of the Year

**WINNER: Liam Connolly (Roadfreight) Ltd**

### European Haulier of the Year

**WINNER: Sawyers Transport**

**part of the Agro Merchants Group**

### Logistics & Warehousing

**Specialist of the Year**

**WINNER: Lidl Northern Ireland**

### Transport Personality of the Year

**WINNER: Dermot Mulgrew Snr**

### Fleet Truck of the Year

**WINNER: Scania R450LA 6X2/2MNA TOPLINE**

## SPONSORS

### Safety Award

**MICHELIN**

### Top Fleet of the Year

**TOPAZ**

### Excellence in Customer Service

**CRONUS LOGISTICS**

### Top Training Operator of the Year

**RENAULT TRUCKS**

### Greener Safer Fleet Award

**FTA**

### Technician of the Year

**BPW LIMITED**

### Driver of the Year

**RSA NI**

### Transport Manager of the Year

**VOLVO**

### Innovation Excellence

**FORS**

### Chilled Operator of the Year

**THERMO KING**

### Own Account Operator of the Year

**DAF**

### Haulier of the Year

**MERCEDES-BENZ**

### European Haulier of the Year

**IVECO**

### Logistics & Warehousing

**Specialist of the Year**

**MAN**

### Transport Personality of the Year

**STENALINE**

### Fleet Truck of the Year

**SDC & CLOSE BROTHERS**



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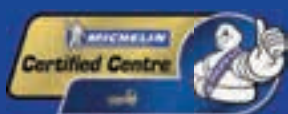
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# SAFETY AWARD

Sponsored by **MICHELIN**



L-R: Adrian Logan, Tony Kirkpatrick, Grainne McFerran and Jason Cooper.

The **FINALISTS** were: Riverridge Recycling, McCulla (Ireland) Ltd, DFDS Sainsbury's & Granco Ltd

**RiverRidge Recycling has invested time and money into making their business a safe environment in which to work and also for their customers.**

The company has transformed significantly over the last five years from a family-run operation, offering basic waste collection and disposal services, to Northern Ireland's largest independent waste management company, serving a diverse customer base across both the private and public sectors of Northern Ireland. It treats over 400,000mt of waste each year on behalf of local authorities, commercial businesses and individual households. Compliance is paramount and at the

forefront of their business. Having ISO90001, ISO14001 and OHSAS 18001, this company has a proven record of commitment in all areas of compliance. A comprehensive Health and Safety Policy, NI Fire Regulations policy and RIDDOR are overseen by their appointed Safety Officer. Commented Brett Ross, Managing Director of RiverRidge Recycling: "Health and Safety is viewed as a core business value which RiverRidge is fully committed to. As a result of our devoted Compliance department, our Health and Safety systems are constantly reviewed and

we provide regular training to all of our employees and sub contractors where required. We continue to provide a culture of safety and as such it will remain a top priority across the company." The company's commitment to compliance within the Health and Safety area was also recently recognised by HSENI when it was awarded the title of WISHNI Ambassador 2016 in recognition of their health and safety excellence and overall best practice within the waste sector.

## SPONSORS



*Michelin invests over €600 million every year to ensure their tyres offer unrivalled longevity, economy, reliability and of course safety for your fleet. Michelin recently extended its accidental damage guarantee for regional tyres across the UK and Republic of Ireland, significantly increasing the range of fitments covered to offer customers even more protection against the financial costs of accidental damage.*



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# TOP FLEET OF THE YEAR

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**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2016**

**WINNER:**  
**ALLEN LOGISTICS (NI) LTD**

L-R: Adrian Logan, James Allen and John Watson.

The **FINALISTS** were: Manfreight Ltd, Allen Logistics (NI) Ltd, Liam Connolly (Roadfreight), PRM Group, Derry Refrigerated Transport, RTU Ltd, Brakes & Surefreight Ltd

**Celebrating 50 years in business this year, the company had to fight off stiff competition from some of our leading transport operators to pick up this award.**

The large gathering heard that there had been a huge amount of entries for this category, with an independent panel of judges having to decide from a long list finalists, the most there had ever been in the history of the event.

With a successful half century in business under its belt, Allen Logistics has overcome recessions and downturns to become one of our most successful operators, with its distinctive liveried

fleet a common sight on our roads.

By offering a dependable and personal service to customers, Allen Logistics has developed steadily with the family owned firm now operating an 85 strong plus fleet of modern, high specification trucks and trailers supported by warehousing and distribution facilities.

It has invested significantly in the business and recently took delivery of a number of new eco-friendly double deck trailers

as well as having established a new purpose built service and MOT centre.

With its main operational headquarters just off the M1 motorway at Moira in County Down, and a second depot in Liverpool, the company is a key supplier of transport services to major Blue Chip companies across Ireland and the UK.

## SPONSOR



*Topaz, Ireland's largest fuels and convenience retailer, is now part of the Alimentation Couche-Tard Group who are the worldwide leaders in convenience store operations and are focused on becoming the world's preferred destination for convenience and fuel.*

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# EXCELLENCE IN CUSTOMER SERVICE

Sponsored by **CRONUS LOGISTICS**



L-R: Adrian Logan , Stephen Hill and Nicola Walker.

**The FINALISTS were:** RK Trucks Centre Ltd, Derry Refrigerated Transport, Dennison Trailers Ltd, Surefreight Ltd, Dennison Commercials Ltd & Granco Ltd

**Dennison Commercials operates depots in Ballyclare, Coleraine, Dungannon and Newry, providing Province-wide customer service and back-up.**

**The large gathering** heard that the success of any business can be measured by the service it provides – and that all who entered this category “clearly display a passionate, personal and positive attitude towards doing what is right for the customer.”

In deciding who the award should go to, an independent panel of judges noted that Dennison Commercials “not only goes the extra mile, but it excels and exceeds expectations in every area of its dealings with its clients.”

With a strong focus on staff welfare

and a proven belief that valued staff will naturally result in satisfied customers, Dennison Commercials Ltd is one of the longest established and largest franchised Volvo truck and bus dealers in the UK and Ireland.

As part of Dennison Commercial's province-wide initiative to continually invest in their facilities, the Newry depot, which celebrates its 40th anniversary this year, has doubled its service workspace, and its' used and rental truck yard. It has also recently completely refurbished its reception, staff and driver areas.

Dennison Commercials also places

supporting local charity and community high on their corporate responsibility agenda. As well as offering employees Payroll Giving opportunities they complete the maintenance requirements of the Action Cancer 'Big Bus', and service the four Belfast 'SOS' Buses free of charge.

They commit to one fundraising event for one cause each year, such as an 85 mile 'lap of the lough' cycle for the Jonjo Bright Trust, and they support local schools by participation in various careers and employability initiatives.

The company has won many awards over the years; it was twice voted Volvo Truck UK & Ireland Dealer of the Year, having been judged on a wide range of criteria including customer satisfaction, market share, contract and finance sales, as well as general overall company performance.

## SPONSOR



*Cronus Logistics delivers a green, radical and innovative door to door supply chain alternative on the UK Ireland Gateway, offering a bespoke inter-modal road and sea transport solution through the Ports of Bristol, Warrenpoint and added in 2016, Cardiff and Dublin.*

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# TOP TRAINING OPERATOR

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## TRANSPORT & LOGISTICS AWARDS



L-R: Adrian Logan, Ian McKeown, Lyle Watson and Peter Murray

The **FINALISTS** were: Surefreight Ltd, McBurney Transport Group, McCulla (Ireland) Ltd & Henderson Wholesale

**Training and development have always been at the heart of the company structure, but two years ago McBurney Transport took its training to a new level, appointing a dedicated training manager and then developing an in-house training centre.**

Historically the road haulage industry has always been difficult for new, young or inexperienced drivers to get a foothold in, but over the last few years The McBurney Transport Group has been attempting to change this way of thinking, offering more young drivers the opportunity to gain experience with the company.

The company's training programme for inexperienced drivers involves an on road training element and assessment taken by a ROSPA approved driver trainer/assessor, followed by classroom based induction and instruction. If successful the driver would

then continue through the programme, learning new skills such as how to use specialised equipment, refrigerated trailers, biomass trailers and moving decks.

"As a company we see our drivers as professionals; driving today is considered a career and not just a job as it was for many years, and as a result we actively encourage everyone to continually improve their skillset and confidence levels."

McBurney Transport obtained DVA/JAUPST registration for its training centre in 2015, allowing the company to deliver Driver CPC

in-house. The courses cover everything from the legal aspect of tachograph regulation through to vehicle maintenance, health and safety, emergency action and customer service.

As an approved training centre, the company can also provide its services to train non employees, including subcontractors and any other external drivers seeking further qualification.

The McBurney Transport Group plans to add to and improve what is already an excellent addition to the core of its business, continual future development of its staff and drivers being one of the most important objectives in its strategy. Its current training schedule gives everyone employed by McBurney Transport the opportunity to extend and improve their skills and abilities, whilst obtaining new, industry recognised qualifications.

### SPONSOR



*Renault Trucks are a leading truck supplier in the UK & the Republic of Ireland with an impressive network of 67 wholly-owned, independent distributor & dealerships - including Newtownabbey-based dealer Diamond Trucks. Its truck range covers the long distance, construction and distribution sectors.*



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L-R: Adrian Logan, Patrick Derry and David Wells.

The FINALISTS were: Agro Merchants Group, Derry Refrigerated Transport, Manfreight Ltd, McCulla (Ireland) Ltd & RTU Ltd

**Derry Refrigerated Transport is acutely aware of its responsibility to reduce its environmental impact and its commitment is reflected in ongoing investments throughout all operation areas.**

**The large gathering** at the awards night heard that Derry Refrigerated Transport is well on its way to replacing its entire fleet with environmentally friendly Euro 6 models, having set itself a target to do so last September, underlining its commitment to improving its environmental performance whilst continuing to provide a reliable service to customers.

Two thirds of the company fleet are now Euro 6, having taken delivery several months ago of 22 new trucks, the largest

individual order in the company's history.

The company utilises a whole range of products to enhance the fleet's 'green' credentials, including fuel saving trailers, tyres that also contribute to fuel efficiency - and even fuel that has special additives to assist in cutting emissions.

The fleet also employs the latest road safety technology, including a range of camera systems to ensure that the company will always be able to provide conclusive video evidence of incidents, not only helping to protect

its business and individual drivers, but also giving it valuable footage for driver training and development.

The company, which was first established by Patrick Derry in 1999 with just one truck and trailer, has become one of the leading refrigerated distributors in Ireland, meeting the demands of leading retailers, wholesalers and food manufacturers on a daily basis, and is only one of a few hauliers in Ireland with BRC (British Retail Consortium) accreditation for Storage & Distribution.

## SPONSOR



*FTA is one of the UK's largest trade associations and represents over 15,000 members relying on or providing transport integration, both domestically and internationally, to or from the UK. Its members include hauliers, freight forwarders, rail, sea and air freight operators, through to customers, producers, manufacturers, wholesalers and retailers. They cover all modes of transport – road, rail, air and sea.*

*FTA members operate over 200,000 commercial goods vehicles on the roads in the UK – more than half the UK fleet. FTA members also consign around 90 per cent of goods moved by rail and around 70 per cent of goods moved by air and sea.*



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# TECHNICIAN OF THE YEAR

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**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2016**

**WINNER:**

**DARREN WYLDE**  
**MERCEDES BENZ TRUCK & VAN NI LTD**

L-R: Adrian Logan, Darren Wylde and Peter Ray.

**The FINALISTS were:** Conor O'Reilly, Granco Ltd, Andrew Maybin, Dennison Commercials Ltd, Darren Wylde, Mercedes Benz Truck & Van NI Ltd, Paul Conroy, Road Trucks, Omagh & Kevin Smyth, Manfreight Ltd

**Our independent panel of awards judges certainly had their work cut out, with the top five finalists scoring highly in this ever popular category.**

The ability and knowledge of all entrants continue to improve and again this year it has made the final decision difficult because of the standards being achieved. Their dedication and commitment to both their company and product cannot be questioned or indeed doubted.

The ability and knowledge demonstrated, particularly between the top three entrants was both rewarding and encouraging and we would add that all the entrants are winners in their own right and can be proud of their achievements to date and their commitment to the industry.

Naming Darren as the overall winner of the category, the judging panel commented: "We were particularly impressed with Darren's in depth knowledge of the wide range of product he is familiar with, coupled with his enthusiasm for the need of regular CPD for technicians and particularly drivers with the introduction of ever increasing technology being incorporated into vehicles as a result of legislation aimed at improving road safety and reducing the environmental impact of commercial vehicles.

"We were also impressed with his commitment to mentoring apprentices and his understanding of the need to attract future apprentices by actively promoting apprenticeships within the sector at the earliest opportunity in schools and colleges."

Mercedes-Benz Truck & Van (NI), with sites in both Mallusk and Dungannon, is Northern Ireland's only official Mercedes-Benz commercial dealer, offering an extensive range of new and used vans and trucks.

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# DRIVER OF THE YEAR

Sponsored by **RSA NI**



## **WINNER:** **ARNOLD PALMER** **MCBURNIEY TRANSPORT GROUP**

L-R: Adrian Logan, Arnold Palmer and Gavin Mitchell.

The **FINALISTS** were: Damian Beagan, Surefreight Ltd, Davy Kane, Allen Logistics NI Ltd, Roy White, Riverridge Recycling, Julien Le-Textier, Manfreight Ltd, Jim Johnston, Mulgrew Haulage Ltd, Arnold Palmer, McBurniey Transport Ltd, Gordon Jackson, Allen Logistics NI Ltd & Niall Reid, McBurniey Transport Ltd

### **McBurniey Transport Ltd's Arnold Palmer picked up the Driver of the Year 2016 award for the second year in succession.**

**Leading figures** from the transport and logistics sectors who gathered for the awards ceremony heard that the standard of each and every participant in this category this year was to the highest level, to an extent exactly as we would expect from professional drivers in Northern Ireland.

As a result, according to Colin Skelton from Transport Training Services (TTS), the Chief Testing Instructor on the day, the competition was very, very close - in fact

there were three equal runners up chosen from the eight finalists who represented some of our biggest transport companies.

However, during a series of practical driving manoeuvres and tests, Arnold displayed exceptional ability in anticipation of hazards and taking appropriate action, winning the award by a very small margin.

Presented by Gavin Mitchell, Managing Director, RSA, Arnold's was the second award of the night to go to McBurniey Transport; the company earlier picked up

the award for Top Training Operator of the Year. The company was set up in 1965 by current Managing Director Norman McBurniey OBE and remains a family owned and managed business which has grown to become one of Ireland's largest independently owned logistics groups, giving it the ability to react and make decisions quickly, a fact not lost on many of its large global customers.

#### **SPONSOR**



*RSA Insurance is recognised as one of the leading insurance providers to the Transport and Logistics Sector and widely regarded as being part of the fabric of the industry. With a long history of providing comprehensive tailored insurance solutions in this area, RSA are particularly proud to be associated with this award.*

*RSA NI's key priorities are to deliver profitable growth, enhance its technical expertise, drive operational efficiency and build its organisational capability in the province. A major emphasis is placed on delivering a world class service to its brokers and effective risk management and claims services to its customers.*

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# TRANSPORT MANAGER OF THE YEAR

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**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2016**

**WINNER:**  
**STEPHEN THOMPSON**  
**RIVERRIDGE RECYCLING**

L-R: Adrian Logan, Stephen Thompson and David Davis.

**The FINALISTS were:** Colm Diamond, Link It Logistics, Stephen Thompson, Riverridge Recycling, Colin Davis, PRM Group, Hugo Gordon, Bondelivery & Mark Laughlin, Beatties Distribution Services Ltd

**All candidates in the running were very strong and it was obvious that they are all very professional transport managers leading strong and loyal teams, but it was Stephen's night.**

**He came out** on top, with the judges praising him for being "very pro-active" with his local teams to ensure all drivers are compliant with Drivers Hours and Tachograph Regulations. Stephen is managing 66 drivers over four sites and the judges were impressed by the way he continuously monitored, debriefed and trained the company's drivers, resulting in them reducing their infringements to below national and industry trend levels. He is also very pro-active in the area of fuel management and is currently running both active programmes and

new trials on ways to reduce their fuel consumption, through actions such as better tyre selection and management, and looking at ways to reduce idling through monitoring and education.

Brett Ross, Managing Director of RiverRidge Recycling commented: "It is great to see one of our senior management team receive industry recognition, Stephen along with his team run the entire transport nerve centre of RiverRidge, with great diligence and attention to detail. As a result of Stephen's excellent leadership and the work of his integral team we continue

to provide an outstanding service, so this award is greatly deserved."

Based across four sites in Derry-Londonderry, Belfast, Coleraine and Portadown, RiverRidge Recycling operates a large mixed fleet of trucks and is the biggest independent operator in Northern Ireland managing over 400,000mt of waste each year.

It became Northern Ireland's first company to join the Freight Transport Association's Logistics Carbon Reduction Scheme (LCRS) demonstrating its commitment to reducing carbon from road freight.

## SPONSOR



*For nearly 50 years Volvo Trucks, with its impressive network of 85 wholly-owned or independent distributor & dealerships - including Northern Irish dealer Dennison Commercial - has been one of the leading truck suppliers in the UK & the Republic of Ireland, having registered over 220,000 vehicles since 1967.*

*Volvo Trucks is now taking yet another important step in the development of autonomous vehicles. Over the next year and a half, self-driving autonomous Volvo FMX trucks will be tested in regular operations in the Boliden mine in Kristineberg, Sweden.*







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Garfield Harrison, Export & Freight.



Fiddler Adam



Rodd Hogg, Magician





Aaron Grant, Granco; Francis McGeown, McGeown Logistics; Pat Grant and Kevin Martin, Granco.



Robert Ellis and Heather Yates of Dennison Trailers.



David Currie, Lisa Bicker, Aaron Clydesdale and Gillian Burns, of A1 Tyres.



Ian Spratt, Belfast Harbour; Gavin Doherty, RiverRidge Recycling; and Mark O'Hare, Point Shipping.



Iveco MD Stuart Webster, Nigel Emms, and Garfield Harrison, Export & Freight.



Ciaran Grant of Granco with Seamus Mone and Robert Heavin of Carna Transport.



Ricky Burke, Truck and Trailer Works; John Marks, Road Trucks; and Richard McConaghy, McConaghy Transport.



Tracy Martin, TTP, and Dermott Crombie, Thermoking.



Charlene Quayle, Seamus Leheny and Jayne Currie, of FTA, and Andrew Shields of Libraries NI.





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L-R: Adrian Logan, Eugene Carron, Ger Galvin and Peter Morrow.

**The FINALISTS were:** Colm Diamond, Link It Logistics, Stephen Thompson, Riverridge Recycling, Colin Davis, PRM Group, Hugo Gordon, Bondelivery & Mark Laughlin, Beatties Distribution Services Ltd

## Irish Ferries Freight's new online booking system, Freightengine, is a unique, innovative and simple to navigate portal.

Launched just several months ago Freightengine has broken mould when doing business on the internet and has helped the company grow its online business by 30%. It has cut the number of clicks needed to make an online booking to just three, representing a 75% reduction.

A fully personalised, customisable and simple system it offers many advantages. Drivers running late, for example, can move their booking onto the next available sailing in one simple click.

The jewel in the crown of the online booking system is the Manage Booking function. Personalisation is high on this page where companies can decide what element of their business they want to see. Depending on whether the transport teams work by direction or route or country – it is all customisable via this area. The traffic desk can show the routes they want and hide the rest, making it really simple and efficient.

Its search facility, too, is a powerful tool – every category and combination

is searchable on one screen. As the booking status changes from booked to checked in to sailed and arrived the full journey through the system is available to the customer through either an instant notification on the website or via email or text, while a dynamic dashboard allows the customer to track performance and monitor shipping statistics on a daily, weekly and monthly basis.

Regular registrations, trailer numbers, email addresses and phone numbers can be stored for the user on the website in a secure environment. Invoices, Statements and Credit notes are online and up-to-date billing information is available in real time.

### SPONSOR



*The Fleet Operator Recognition Scheme – or FORS for short – is a voluntary accreditation scheme designed to encourage best-practice for fleet operators throughout the UK and Ireland.*

*Safety, efficiency, and environmental protection are at the heart of FORS and more and more companies are demanding that their transport providers are FORS accredited.*





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# CHILLED OPERATOR OF THE YEAR

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## TRANSPORT & LOGISTICS AWARDS



**WINNER:**  
**DFDS LOGISTICS LTD**

L-R: Adrian Logan, Damien McCarney, Shane Kilpatrick and Dr Dermott Crombie.

**The FINALISTS were:** McCulla (Ireland) Ltd, McBurney Refrigeration Ltd, Agro Merchants Group, Derry Refrigerated Transport, DFDS Logistics Ltd & PRM Group

### DFDS Logistics Belfast is a leading supplier of 'complete' temperature controlled logistical solutions across the Irish Sea and Europe.

Over the past two years, DFDS has embarked on a journey of change, with investments in people, facilities and resources and with a new management team and a refreshed enthusiasm for delivering its core values, putting customers at the focus of everything it does.

This year has seen it substantially increase its fleet, adding new dual temperature trailers and Supercube reefers, and it is also currently expanding its chilled warehouse facility.

DFDS Logistics offer a full range of

temperature controlled services from one pallet consignments to full loads, same day and next day deliveries. It delivers to all major retailers and wholesalers in the UK & Ireland.

The company has been engaged in a programme to renew its trailer fleet as it continues to strive to offer customers with unparalleled service, including the latest GPS tracking for live updates on the progress of their deliveries and full online POD retrieval.

The company has also commenced a 12,000 sq ft extension of its transit 3

chilled warehouse. This development will facilitate an additional 4 temperature controlled loading bays and increase capacity to cross dock its part load consignments, all of which will greatly reduce the hub transit time thus leveraging DFDS a time advantage so it can ensure customers' goods are shipped on the correct ferry to reach their customers on time, every time.

The completion of its chill extension will increase its temperature controlled warehouse to 75,000 sq ft, making it the largest dedicated temperature controlled facility in the Port of Belfast.

#### SPONSOR



*One of the market leaders in transport refrigeration Thermo King Europe places high value on professionalism, innovation and best practice.*

*A brand of Ingersoll Rand, Thermo King has recently introduced a series of truck and trailer solutions including the new SLXi single- and multi-temperature trailer refrigeration platform designed to answer today's demands for fuel efficiency, intelligence, connectivity and sustainability.*





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EXPORT &  
**FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2016**

**WINNER:**  
**RIVERRIDGE RECYCLING**

L-R: Adrian Logan, Tony Kirkpatrick and Ray Ashworth.

The FINALISTS were: Norman Emerson Group, RTU Ltd & RiverRidge Recycling

**RiverRidge Recycling has been praised for the manner in which it has effectively and efficiently refined its delivery and distribution activities.**

With a combined fleet of almost 100 vehicles, and thousands of customers to service across Northern Ireland, the group's logistical planning team manage more than 25,000 annual vehicle movements, with routing schedules carefully crafted to maximise payloads and minimise driving time, fuel usage and vehicle wear and tear.

The fleet varies from articulated tractors units and ejector trailers to skips and bin lorries. The logistics hub base, based in Garvagh, ensures that all vehicle movements are monitored and co-ordinated effectively. The result is a service delivery level of over 98% covering

the collection of bins from corner shops to the movement of entire shiploads of waste derived fuels from Belfast port.

RiverRidge attributes most of its success to "the incredible commitment of our people." Its staff numbers have grown from just 24 in 2011 to over 190 today and in the last year alone, the company has created more than 17 new job roles in HR, customer care, business development and logistics.

The people of RiverRidge are proud of their achievements and rightfully so – as the only independent company that can service over 95% of the regions postcodes directly and with more productive waste

treatment infrastructure than any other operator in the sector, the group has firmly established itself as one of the most prominent and progressive organisations within the Northern Irish economy.

Brett Ross, Managing Director of RiverRidge Recycling comments, "The entire RiverRidge team should be very proud of themselves, to be recognised by our peers in the industry is a great testament to the group's hard work and dedication to ensuring we have a first class waste management company."

He added: "We have recently introduced a Customer Care team to help enhance our service excellence and our modern, environmentally friendly fleet means we conduct business in a manner which achieves sustainable growth whilst demonstrating a commitment to protecting the environment."

## SPONSOR



*As UK market leader for over 21 years much of DAF Trucks' success can be attributed to a close partnership with its network of 140 dealers across the UK and Ireland, and here in Northern Ireland throughout that period DAF have been represented by TBF Thompson.*

*DAF Trucks recently published the ninth edition of its definitive TRP Catalogue – the company's comprehensive Parts directory for all-makes of trucks, trailers and workshop consumables. In addition to the hard-copy catalogue, truck operators can also access the complete TRP range through a dedicated website: [www.trpparts.com](http://www.trpparts.com)*



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# HAULIER OF THE YEAR

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**EXPORT & FREIGHT**  
TRANSPORT & LOGISTICS AWARDS  
**2016**

**WINNER:**

**LIAM CONNOLLY  
(ROADFREIGHT) LTD**

L-R: Adrian Logan, Darren Connolly, William Connolly and Gary North.

**The FINALISTS were:** Fegan Transport Ltd, Allen Logistics (NI) Ltd, Manfreight Ltd, Maxwell Freight Services & Liam Connolly (Roadfreight)

**Liam Connolly (Roadfreight ) Ltd is constantly expanding its already impressive and distinctive fleet to ensure its customers can enjoy a reliable 24/7 service.**

**Over the past** number of years, the company has built a pallet network business that is second to none, with its hub in Lisnaskea, Co. Fermanagh, handling thousands of pallets nightly for distribution through Ireland, the UK & Europe.

Indeed, it has become a one stop shop for customers shipping everything from an envelope to a full load, having built a portfolio of blue chip companies that rely daily on the dedicated services it provides.

The company, which is the Official Logistics Partner of Ulster Rugby,

recently added 10 new trucks and 16 new curtainsided trailers to help ensure its customers enjoy an efficient and dependable service at all times.

All company vehicles are equipped with XDA mobile phones & GPS trackers; this allows it to offer customers live track & trace on their consignments and in turn assists the office staff in running the trucks more efficiently.

The company's reputation has been built on reliability and customer care, supplying a clean presentable image at collection

point, delivery point and on the highways. It is a company policy, too, that all drivers must wear a complete uniform which must be clean and presentable every day.

Commented a company spokesman: "A huge thanks is due to all the staff, office, warehouse and on the road, who work tirelessly as a team to produce this vibrant company which has been acknowledged by this award."

## SPONSOR



*Mercedes-Benz Trucks has been a hallmark of premium quality for over 100 years now. It stands not only for reliability and economic efficiency, but also for first-class product and service quality.*

*Local dealers, Mercedes-Benz Truck & Van (NI), who enjoy a wealth of expertise in the area of customer-orientated transport solutions, recently delivered the first new Mercedes-Benz Actros 630s to two leading operators in Northern Ireland.*

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# EUROPEAN HAULIER OF THE YEAR

Sponsored by IVECO & NI TRUCKS



## WINNER: SAWYERS TRANSPORT PART OF THE AGRO MERCHANTS GROUP

L-R: Adrian Logan, Derek Sawyers, George Lee and Stuart Webster.

The FINALISTS were: McBurney Transport Group,  
Agro Merchants Group, Derry Refrigerated Transport & Surefreight Ltd

**With an extensive fleet of over 200 trucks and almost three times as many trailers ranging from refrigerated to double decks and walking floors, Agro Merchants Group serves a diverse mix of customers across Ireland, the UK and mainland Europe.**

With the environment high on the company's list of importance it places great emphasis on changing its fleet to more environmentally friendly vehicles. Currently, over 50% of its trucks are the new Euro 6 with the remaining Euro 5. Within the next year it aims to have the entire fleet of trucks changed to Euro 6 which the company finds are more fuel efficient. A tracking device has been installed in all of the trucks and trailers which contains a wealth of information about the journey

of the truck and its exact location. Using GPS and GPRS technology, vehicles can be tracked via the internet, day or night from anywhere in the world. Trucks and deliveries can be located at the touch of a button. The system enables the company to provide customers with accurate and precise delivery times. The trucks are also fitted with in cab forward facing cameras constantly recording events which can provide useful information in the case of an

incident. This offers protection to drivers, their cargo and the company. The company's driver training team also plays a major role. It comprises four full time trainers and two support staff, who are dedicated to delivering the statutory requirements of the Driver Certificate in Professional Competence for employees as well as intensive driver inductions, defensive driving techniques, safe and fuel efficient driving – and all undergo an annual refresher course. Since starting the Driver Training Programme, the company has lowered not only its carbon footprint, but has also cut operating costs, driver fatigue, insurance premiums, vehicle downtime, maintenance costs and tyre replacements.

### SPONSOR

## IVECO

*Iveco delivers complete customer satisfaction with its diverse, modern and award-winning commercial vehicle range – which now features the New Daily Euro 6 - unveiled in April, alongside Eurocargo and the very latest New Stralis XP and NP recently launched in June.*

*These flagship diesel and natural gas heavy trucks incorporate an advanced driveline, cutting edge technology and features to dramatically increase efficiency and reliability, while minimising emissions – making them Total Cost of Ownership and CO<sub>2</sub> champions combined.*



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# LOGISTICS & WAREHOUSING SPECIALIST

Sponsored by MAN TRUCK & BUS UK LTD



L-R: Adrian Logan, Rachael Kearney, Connor Boyle, Sarah McKenna and Simon Elliott.

The FINALISTS were: Allen Logistics (NI) Ltd, Agro Merchants Group, Bondelivery, WS Dennison Ltd, Lidl & McCulla (Ireland) Ltd

Based at Nutts Corner, Co. Antrim, Lidl Northern Ireland is part of a group that has over 10,000 stores in 28 European Countries with further expansion into the USA planned in the coming years.

**Built in 2003** its logistics centre is strategically placed to deliver daily to its 38 Northern Ireland stores and it has just completed a £20 million investment in the facility, increasing its size to over 34,000 square metres. This provides a state of the art logistics environment which includes multiple temperature controlled areas serviced by cutting edge refrigeration systems using natural refrigerants and utilising heat recovery to provide heat in the warehouse

significantly reducing energy consumption. The centre employs over 160 staff from its 760 strong Northern Ireland workforce, utilising lean techniques and systems to ensure productivity is maximised throughout the logistics process. Pick by Voice technology, for example, is used to pick orders daily, shipping 30,000 pallets per month to its stores. The centre receives goods from suppliers all over Europe and is proud to work with over 40 local suppliers providing fresh products.

Lidl Northern Ireland also works in partnership with Fareshare NI to provide surplus food which is re-distributed to local charities promoting a more ethical solution to the disposal of waste. It is continually striving for innovative solutions to streamline its operations and is about to launch a brand new bespoke SAP based warehouse management system, becoming the first Lidl warehouse in Europe to do so.

## SPONSOR



*Boasting a record-breaking seven International Truck of the Year Awards MAN has built an enviable reputation for producing quality trucks. Today, that reputation also extends to its new Customer Satisfaction programme – Customer First – and to MAN's outstanding aftersales portfolio, spear-headed by its unique 'UpTime Principle' on dealer performance.*

*Its range of trucks covers all industry sectors. The TGX series, for example, consistently sets standards in heavy-duty national and international long-haul transport. It also satisfies the most stringent requirements in terms of living and working comfort, as well as ergonomics, value and design with the XXL, XLX and XL cabs.*

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# TRANSPORT PERSONALITY OF THE YEAR

Sponsored by Stena Line



L-R: Adrian Logan, Clare Mulgrew, Dermot Mulgrew Senior and Richard Horswill.

**Always a highlight of our awards evening, the time when we honour one of the many stalwarts and kingpins of our industry.**

**This year the** award, presented by Richard Horswill, Head of Freight UK & ROI, Stena Line, went to Dermot Mulgrew Snr, Mulgrew Haulage Ltd, who received a rapturous standing ovation from the more than 500 guests present at the event.

Dermot, who like so many before him, began his journey with just a single truck and only the one customer to count on. Nearly 45 years later, that company has grown to become one of the most successful and respected transport and warehousing businesses on the island of Ireland.

After he decided to go out on his own and leaving his chosen trade as a motor mechanic with a loan of £500 from his sister Ann to help buy his first truck, he began his journey on 1st August 1973, the day of the birth of his 3rd child. ..a timely co-incidence that would remind him that he was working to build a future for his family.

It was a decision he has never regretted; indeed that experience he gained as a mechanic

has stood him in good stead. In the early days even after a day driving he could be found doing all his own servicing and repairs to keep a growing fleet on the road....

Although well past the age of retirement, more often than not you will still find him in the workshop, you may even find him lying under a truck or trailer still dressed in suit and tie!

He has built his success on the principle of always putting the customer first... to find a solution or a way forward for them. He can often be heard saying "always tell the customer what you can do, but more importantly tell him what you can't do - never promise something which cannot be done".

While the business is now successfully managed by a new generation including his three sons, he still values the company's customers and he makes a point of meeting up with them on a regular basis. Indeed, many of them have become close friends and he is proud of the fact that his very

first customer is still a customer today.

He has seen many downturns and recessions but with the support of his late wife Jean he managed to keep the business on the road and in profit.

He was never afraid of making hard decisions when confronted with challenging situations...scaling back to stay within budget when work was thin on the ground...but expanding and moving forward when the opportunities arose and always re-investing for the future... culminating in the purchase of the current 33 acre depot which will serve the company for decades to come.

Although taking life a little easier today, he is still one of the first to arrive at work in the mornings...and his input into the business remains invaluable, with the directors often relying on his advice and experience when it comes to making major decisions.

Having founded a company that today runs a fleet 140 trucks and 450 trailers, operating throughout the UK and Ireland from several large sites, Dermot is at his happiest when surrounded by his family – and a worthy winner indeed of this award.

## SPONSOR



***Stena Line is constantly developing its services and offering its freight customers excellent reliability, frequency and service.***

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# IRISH FLEET TRUCK OF THE YEAR

Sponsored by **SDC Trailers Ltd** and **CLOSE BROTHERS**



L-R: Adrian Logan, John Marks, Mark Cuskeran and Ciaran McAreavey.

**The FINALISTS were:** DAF XF, Iveco Eurocargo 180E25, Renault Range T 480, Man TGX 26.560 XXL & Scania R450LA 6x2/2MNA Topline

**This is a hard fought, closely contested category that attracts quite exceptional entries, and this year has been no exception – separating them has been difficult for our independent judging panel.**

**Fourteen industry experts** were presented to each of the manufacturers, who travelled from the UK with their vehicles to outline the quality and value of each model. They met each of the participating manufacturers, and among the many aspects taken into account were performance and reliability, driver safety and comfort, fuel efficiency and aftersales support from the dealership network.

Described by the manufacturer as the most reliable truck they have ever built, the Scania R450LA 6x2/2MNA Topline saw off some stiff competition from the DAF XF, Iveco Eurocargo 180E25, Renault Range T 480 and the MAN TGX 26.560 XXL to lift the title.

The judges said they recognised its Total Cost of Ownership as one of its strengths, while also hailing as pillars of the brand fuel economy, residual value and reliability. Presenting the manufacturer with the award on the night were SDC Managing Director, Mark Cuskeran and Ciaran McAreavey, Managing Director Ireland, Close Brothers Commercial Finance.

Scania's R-series trucks combine superb performance with outstanding comfort and equipment levels. They're the ideal long-haul companion, helping operators meet the most demanding

schedules time after time after time.

In a Scania cab, everything works for you – even the seats and the mirrors. Every Scania R-series cab is built to make working life on the road as comfortable as possible, no matter where the road takes you. Designed to make long, challenging missions a pleasure, this is the benchmark driver station and comes with premium equipment levels. With both hands on the steering wheel, you can reach all the vital controls quickly and easily. The R-series Topline cab, as featured in the winning truck, also comes with an extra-long dashboard and has room for extra equipment.

## SPONSOR



*SDC Trailers Limited in Toomebridge is the largest trailer manufacturer in the UK and Ireland. They supply approximately 75% of the dry freight trailers into the Irish market. Close Brothers Commercial Finance is a leading, independent provider of asset and invoice finance and asset based lending.*

*With extensive coverage throughout Ireland, it specialises in helping construction firms acquire both new and used equipment and machinery and has a unique ability to refinance existing assets to release vital working capital back into its customers' businesses.*





Rodd Hogg,  
Magician



Fiddler Adam



Tim McGarry



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*Ian Vincent, Anne Johnston and Peter Morrow, of Aecom Fors.*



*Gerry Magee, HMT Shipping; Brian McManus, Surefreight; and Kim Swan and Alistair Eagles, Seatruck.*



*Peter Ray of BPW with Dickie Curran of Curran Transport.*



*Martin Flach, Nigel Emms, Ian Jones, Lisa Fuller and MD Stuart Webster, of Iveco.*



*John Watson Topaz; Raymond Cilly, TBF Thompson; and Garfield Harrison, Export & Freight.*



*Alan Espie and John Purdy of TBF Thompson, with Ray Ashworth, MD of DAF UK.*



*Richard McConaghy, McConaghy Distribution; Mark Loane, Loane Transport; and Catherine Short, Derek Sawyers and Scott Sawyers, of Sawyers Transport;*



*Brian Ferran and Eddie Stephenson of Belfast Harbour Pilot Boats.*



*Andrew Frizzell, Bridgestone; Vincent Taggart, Roadtrucks; Lyn Ward and Tony McKillop, Granco.*



*James Allen, Robert Cashman and Linden Allen, with Allen Logistics.*



*Kieran Fegan of Fegan Transport with Julian Brown and Paul McCrory of Mercedes.*



*Martin Fegan, Fegan Transport; Philip White, Philip White Tyres; and Vincent Waddell, Surefreight.*



# EXPORT & FREIGHT

TRANSPORT & LOGISTICS AWARDS

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# Award Winning Company Praised for its Tyre Choice

**Derry Refrigerated Transport has been rewarded for utilising a whole range of products to enhance the fleet's 'green' credentials, including opting for Bridgestone tyres that contribute to fuel efficiency.**

One of the country's leading refrigerated distributors, meeting the demands of leading retailers, wholesalers and food manufacturers throughout the island of Ireland and beyond on a daily basis, the company won the 'Safer Greener Fleet' category at the recent Export & Freight Transport & Logistics Awards.

The County Armagh based company operates a 130 plus strong fleet of state of the art trucks and trailers that is regularly upgraded and maintained to avoid the potential of costly or unnecessary downtime – and it also has a rigorous tyre management programme in place, thanks

to Bridgestone and Philip White Tyres Ltd.

Tyre failure, of course, can lead to all sorts of consequences for any business and any driver, but Patrick Derry believes he has the right partnership in Bridgestone and Philip White Tyres.

"When choosing a tyre there is so much to take into account, such as reliability, price per kilometre, and fuel efficiency – and the Bridgestone tyre is a quality product, so it made sense to go with them. We are very happy with their performance so far; indeed, I have recommended them to other operators," says Patrick.

He adds: "In addition, Philip White Tyres have always given us a very good service. They are always there when we need them and they keep us up to date with all the latest products coming to market."

With depots located across the island of Ireland, including Armagh, Dungannon, Belfast, L/derry, Castleblayney and Dublin, Philip White Tyres have been servicing Derry Refrigerated Transport since 2000 and exclusively so for the past eight years on a Price Per Kilometre contract.

Philip White Tyres' Fleet Management Performance Programme provides Derry Refrigerated Transport with detailed and regular reports on operational costs, covering such areas as Casing Management, Fleet Checking, Tyre Maintenance, Pressure Testing and Computerised Wheel & Steering Alignment.



## philip white tyres

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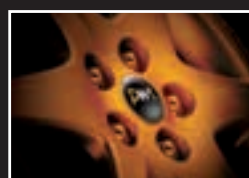
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As your professional one-stop tyre solution, we take full care of all your tyre-related activities in the most responsible way, to maximise your tyres' life and lower your total cost of ownership.



# Transformation at Transport Training Services

It's all change at Transport Training Services where a new team of highly experienced managers have been put in place in recent months.



**Heading up the** new team is Martin Hutchinson who took over as Chief Executive Officer earlier this year following the retirement of Sean McCullagh.

Martin is no stranger to the industry, having four decades of experience including a variety of training roles in the retail motor industry and more recently as a Retail Motor Industry Sector Skills representative.

Within these roles Martin has gained a unique insight into the needs of transport, logistics and retail motor employers and managers in Northern Ireland – and he has followed in the footsteps of his late father Harold Hutchinson, the first CEO of the forerunner of TTS, the Road Transport Industry Training Board (RTITB).

"My main challenge is getting the message over to industry that since TTS is a wholly owned subsidiary of a registered charity, whose mission is to provide training support for industry, effectively businesses in the retail Motor and Transport Industries own the whole place and we need those stakeholders to tell us what we can do to help them in the training field. We need to be run by the industry for the industry," says Martin.

Certainly, he has wasted no time in taking on the role and in strengthening the team at its modern and expanding facilities at the Nutts Corner Business Park on the Dundrod Road in County Antrim.

"We're all very grateful to recently retired Sean McCullagh and his team who, with the support of the Transport Training Board, provided us with 'state of the art' facilities to deliver training here at Nutts Corner, and it is our intention to take training at the



## CENTRAL HUB

"My ultimate vision for TTS is that it should be a dynamic, central hub of activity for all things wheel related, especially in the areas of skills and qualifications."

The site presently includes easy parking, a fenced vehicle compound, reception / waiting area, apprentice locker facilities, a dining area, meeting and training rooms, a 180 seater conference room and three well equipped state of the art training workshops –and, as we suggested, there is plenty of potential for further expansion as and when the need arises. The new team includes Transport

Training Manager Andrew Baird, who with almost 30 years' experience in transport and training across the world, clearly has the right background to speak the same language as transport operators in Northern Ireland.

"To enhance our driver training provision," says Andrew, "we're updating our vehicles and this has started with the acquisition of a Scania service bus adapted to be a modern bus and coach driver training vehicle.

"With ever changing legislation it's vital that transport managers are trained and qualified and we aim to ensure that our training provision meets those needs."



E-Learning Facility





New Scania bus with driver Colin Hamill

centre to the next level," says Martin, who has already recruited new full time and associate trainers and administration staff to bolster staff levels as part of his overall strategy to grow and expand the range of services on the site.

### DRIVER TRAINING

One of the main areas TTS is focusing on is driver training, which will play an essential role in combating the current driver shortage that the transport and logistics industry is facing.

"On behalf of our stakeholders, we need to attract more young people into the industry; we need to demonstrate to them that transport offers a rewarding career path," says Martin. "Lorry driving is probably not on any educational career advisor's agenda, so we need to put that right by interacting with local schools and colleges.

"At the moment, the centre puts around 80 new drivers a year through their test, with the potential for more growth. It is not a particularly lengthy process. A new recruit arriving here on a Monday can leave with a professional LGV qualifications by the following week-end."

TTS programmes cover not just Large Goods Vehicles, but all types of vehicles including Bus PCV, Forklifts, and they even cater for Private Car advanced driving skills.

However, adds Martin: "Presently, we don't have any van related programmes, but it is an area we would be keen to explore, so we would like to hear from van operators on what we can do for them, perhaps in the areas of driver performance, fuel efficiency and safety."

TTS also trains trainers. "A lot of transport companies have their own driver trainers, but we have developed programmes that

can help them take that training to an even more advanced level that includes, for example, fuel efficiency and hazard awareness, currently we have a number of leading companies making use of our services."

### TECHNICAL COURSES

Of course, TTS is not all about the driver. It also provides technical training courses for Light vehicle, Heavy vehicle, Motorcycle and Body repair technicians and is currently specialising in apprentice training for young people wishing to pursue a technical career as a technician in any of those areas. Technical Training Manager is James Brady and he, too, has the right credentials, with 35 years of experience and still counting, in technical and diagnostics specialist work, and in also delivering training since the late 90s in a local College.

"We need to focus our training on giving learners skills to enable them to diagnose and repair the complex systems on modern vehicles," says James. "To reduce the amount of conventional classroom teaching we're using modern e-learning resources based on computer game technology and guaranteeing that at least 50% training time will involve doing hands on practical work.

"Our team is keen to work closely with employers to help them 'grow their own' technicians with the skills needed in a modern productive workshop."

Incidentally, the Nutts Corner facilities are also open for use by organisations such as the Institute of Road Transport Engineers and motor sports bodies – TTS has already forged links with the Autotest Drivers Club, the MG Car Club and the Thoroughbred Sports Car Club.

## The New Team



**Martin Hutchinson**  
Chief Executive Officer



**James Brady**  
Technical Training Manager



**Andrew Baird**  
Business and Transport Training Manager

### STAY INFORMED

You can keep up with all the latest developments at TTS by logging on to their soon to be revamped website at [www.transport-training.com](http://www.transport-training.com)

## Stena Line celebrates five successful years on Belfast routes

Stena Line is celebrating a very successful first five years on its Belfast to Liverpool and Heysham routes which have experienced significant growth following their acquisition from DFDS.



Since the £40m purchase in 2011, Stena Line's carryings on the routes have gone from strength to strength with approximately 1.3m guests, 370,000 cars and a staggering 1.45m freight units making the trip across the Irish Sea.

Freight volumes on the two routes since Stena Line took them over have increased by a staggering 37 per cent, with passenger numbers rising by 14.5 per cent and car traffic growing by 8.4 per cent during the same period.

Investment in the routes has been significant with more than £9 million spent since 2011 across all aspects of the service, including cabin improvements, upgrades to the truckers lounge, the introduction of premium Stena Plus lounges and quiet rooms, and an overhaul of the ships' existing bar and restaurant facilities to bring them into line with the rest of the Stena Line fleet. In addition, they have added extra capacity and frequency via the introduction of a fifth ship serving Birkenhead and Heysham.

In 2013, the company added extra freight tonnage to the Liverpool service in the form of the Stena Hibernia which provided an extra eight trips per week, increasing capacity by 30.8 per cent and bringing the total number of weekly sailings to 34 across both routes.

Stena Line's Route Manager (Irish Sea North), Paul Grant, said that this investment strategy has paid off. "When we initially looked at the possibility of acquiring these routes we had a vision that, operating alongside our then to be established Belfast-Cairnryan services, we could develop Belfast as a key transportation hub for both freight and tourism traffic.

"Five years on, following significant investment to

improve our service and facilities, both onboard and portside, as well as our reliability and frequency, I'm delighted to say that vision is really taking shape as Belfast consolidates its position as one of the most significant travel and trade gateways in Ireland.

"The improvements we have made to the services on both routes, added to the fact that Liverpool and Belfast have undergone transformations as vibrant tourist destinations in recent years, is reflected in an increase of 16 per cent in car and foot passenger numbers.

"Allied to the improving tourism picture, Liverpool has always been a strong freight gateway opening up northern and central regions, supported by Heysham, which provides us with an attractive proposition to provide reliable access to these key markets. Again, an increase of 12 per cent in freight volumes indicates that our vision and strategy are paying off."

### TRAVEL OPTIONS

While Belfast to Heysham is primarily a freight route, the Liverpool service provides Stena Line with a potent year-round business mix of freight and leisure traffic.

"The ability to offer our customers the largest range of travel and freight options on the Irish Sea is one of the cornerstones of our business success and it's great to see our Liverpool and Heysham services making such a positive contribution to our Irish Sea operation," continued Paul Grant.

Over the past two decades, Stena Line has invested more than £330 million in its Northern Ireland operations, providing a first class ferry service to and from Belfast and helping to drive the key freight and tourism sectors.

Stena Line operates 10 sailings daily between Belfast, Liverpool and Heysham, in addition to a further 12 daily sailings between Belfast and Cairnryan. Together with the company's Dublin to Holyhead and Rosslare to Fishguard routes, Stena Line now offers customers a total of 222 weekly sailings across its Irish Sea network.

Last year, the company carried more than 2.5 million passengers on its Irish Sea routes between Ireland and Britain, more than its rival ferry operators combined.

## Stena Line to add extra North Sea freight capacity

In response to demand on the routes from Rotterdam (Europoort and Hoek van Holland) to Killingholme, Stena Line is to add additional capacity by introducing a second ship from Europoort to Killingholme

**The RoRo ship** Caroline Russ, has been brought in to operate three times weekly from Europoort in the Netherlands and Killingholme in the UK, with the first departure from Europoort on October 31, 2016.

The ship will join current RoRo ship, the Stena Scotia, on the route. The frequency will hereby increase to six departures per week in each direction. The Stena Scotia was introduced on the route September 2014 as a complement to the two freight ships, the Stena Transit and Stena Transporter on the Hoek van Holland – Killingholme route.

Annika Hult, Route Manager at Stena Line North Sea says:

"We have seen a strong growth in the transport market to the UK over the past several years. We introduced our freight ship the Stena Scotia in 2014 in order to accommodate growing volumes of traffic. I am very pleased to announce that we will now take the next step in the strategic development of our Rotterdam (Europoort) – Killingholme route.

"We expect trade to remain strong and want to be in the best place to service our customers and meet additional demands. Europoort continues to develop as an important freight hub for Stena Line and we are confident our customers will react positively to our expanded service."





## Londonderry shipping company fined for safety breaches

A shipping company has been fined £15,000 plus costs of £800 at Londonderry Crown Court for three health and safety breaches.

**The sentencing comes** after a Health and Safety Executive for Northern Ireland (HSENI) investigation into an incident on 20 August 2015 in which three male employees fell from a suspended work platform.

The three employees were ejected from the platform as it was being used to remove

them from the cargo hold of a ship they were emptying at Lisahally Terminal. The men fell a distance of between four to five metres and each received numerous fracture injuries.

The investigation found that the work platform was not properly attached to the crane and overturned as it was being

lifted. The particular work platform should also not have been used for the purpose of lifting and moving personnel.

Speaking after the hearing Kevin Campbell, an inspector with HSENI's major investigation team, said: "All employers must ensure that appropriate measures are taken so that fall from height

incidents are prevented.

"When using suspended platforms it is vital that the platform itself, along with attachments, are properly designed, suitable for purpose and inspected to ensure their integrity. When a new system of work is being implemented it is also imperative that it is properly planned and managed to ensure employee safety."

## MSP Port Visit helps focus attention on roads issue

Finlay Carson, the recently elected MSP for Galloway and West Dumfries, made his first official visit to Stena Line's Loch Ryan Port at Cairnryan recently.

**Paul Grant, Stena** Line's Route Manager for its Cairnryan-Belfast service welcomed the MSP and provided an update on the company's operation since it moved to Cairnryan in 2011 as part of an £80m investment programme.

Stena Line are one of the largest employers in Finlay Carson's constituency with nearly 250 staff living in and around the Dumfries and Galloway area. This represents almost half of Stena Line's workforce for the route providing an average salary of approximately £29 000 per annum, which is amongst the highest in the region. Nationally, the Stena Group employs over 1 700 staff across Scotland across its ferry, ship management and drilling businesses.

Speaking after the visit, Paul Grant commented: "Stena Line plays an important role within Mr Carson's constituency not

only as the owner/operator of the UK's third largest passenger gateway at Loch Ryan Port but as one of the largest employers in the constituency. The meeting was extremely positive and one of the key areas of mutual interest that came out of the meeting was the issue of road improvements to and from Loch Ryan. We have been lobbying hard over recent years for road improvements in the area and while there has been progress we are heartened to learn that like us, Finlay Carson believes that more can be done, especially in respect of the A75.

"If we look around at other ports around the UK that have attracted significant investment to help their road accessibility, there are obvious examples of this, £125m M6 Link Road at Heysham and the £500m A55 upgrade for Holyhead Port. The concern is that over time, there is the real prospect



that more and more freight trade will gravitate to these and other ports at the expense of Loch Ryan if the current poor road infrastructure situation remains unresolved."

## Stena Line deploys solar support at Holyhead Port

As part of Stena Line's drive to become the world's greenest ferry operator, the company has just delivered an innovative solar project at its Holyhead Port in North Wales.

### The project involved

the fitting of four 50kWp Solar PV panel arrays to the roofs of terminal buildings, garage and shore shop.

The energy efficiency stats and associated carbon reduction

levels around the project are impressive. It is estimated that the panels will save approximately 89 432 kg CO<sub>2</sub> annually, provide 164 400 kWh of electricity for use onsite and will provide a yearly benefit worth £27,276 in electricity savings together

with additional government feed-in tariff revenue. The pay back for the system is estimated to be less than seven years.

Wyn Parry, Stena Line Port Manager, Holyhead, said: "This is a very innovative and exciting

project for us to be associated with. Initiatives like this one point the way forward and, as a company, we need to focus on it if we are to achieve our vision of becoming the greenest ferry operator in the world."

## Seatruck add 4th vessel to Liverpool - Dublin route

Seatruck has added a fourth vessel to the Liverpool Dublin service. The 'Clipper Ranger' enhances the busy midweek period with four departures each way per day.

**The Seatruck Liverpool** Dublin route is the fastest growing freight service on the Irish Sea and the extra vessel will further improve the service offering on this key connection.

Seatruck are experiencing unprecedented demands from traditional short sea

driver accompanied operators who are now looking to switch volume to the more efficient unaccompanied long sea, 'Seatruck' operation.

So far during 2016 Seatruck freight volumes have grown at roughly three times the market level.

Commented CEO of Seatruck Ferries Alistair Eagles: "Our growth this year on the Liverpool Dublin route has been strong but we are not resting on our laurels or sitting back. We have a firm belief in our business model, a strong team and the right infrastructure in place to take this next step."

# Bay Gateway M6 relief road unleashes Port of Heysham's potential

Seatruck says the opening of the new £124.5million Bay Gateway relief road in Lancaster, is the biggest commercial opportunity for the Port of Heysham in its history.

**Seatruck CEO Alistair Eagles** said the opening is the long awaited 'big bang' moment for the Port of Heysham. He said it unleashes the port's potential to win more Irish Sea tonnage from hauliers who no longer have to wrestle with congestion between the M6, Lancaster and the Heysham peninsula.

"This is the moment we have campaigned and worked years for," he said. "The Bay Gateway thrusts Heysham firmly forward as a growing hub for Irish Sea freight. Our big message to hauliers, and any company operating cargo across the Irish Sea, is think again, think Heysham, think Seatruck. At Seatruck we can offer a hugely attractive alternative to remote ports like Holyhead and Cairnryan by using the more central ports we operate from Heysham, Liverpool and Bristol. "A large percentage of Cairnryan's tonnage drives past Heysham on the M6 as it originates in the North of England and the Midlands. This is a mammoth journey of 176 miles

which takes more than three hours. It really is much easier to simply drop into Heysham slashing fuel costs, mileage, truck wear and tear and carbon emissions. It makes real sense at a time when hauliers and supermarkets are bending over backwards to be eco-friendly on the roads."

Mr Eagles said in preparation for the Bay Gateway opening Seatruck has added the 105 trailer Clipper Point to its daily Heysham-Dublin route increasing annual capacity by more than 25,000 extra spaces a year. She will join her two sister vessels Clipper Pennant and Seatruck Panorama which already operate between Heysham and Warrenpoint in Northern Ireland. In total Seatruck will offer 12 crossings a week between Heysham and Dublin and 22 crossings a week between Heysham and Warrenpoint.

Mr Eagles said the Bay Gateway is also a platform for Seatruck to raise awareness of its unaccompanied truck operation.

"Seatruck has long believed that the future of Irish Sea freight is to free up drivers," he said. "HGV drivers are becoming harder and harder to find. Seatruck is challenging the traditional model of short sea crossings from North Wales and Scotland with drivers staying with the trucks to offering a more efficient alternative. Our operation offers hauliers the option of drivers dropping off the truck and then instead of being stuck on the ferry they can go on another job. This maximises driver time on the road and a scarce resource. We have listened to industry and we think this is a genuine problem solving initiative.

"Even before the Bay Gateway opening we had grown our share of Irish Sea tonnage by 18.9pc this year, roughly three times the market level, while our competitors have stood still. We believe this is proof that our dedication to customer service combined with our unaccompanied driver model is working. The Bay Gateway will catapult us to the next level and make us even more competitive."

## Niclas Mårtensson assumes the position of CEO at Stena Line

Deputy CEO Niclas Mårtensson has been appointed CEO by the Stena Line. He succeeds Carl-Johan Hagman, who has resumed his position as Chairman of the Stena Line Board and remains in the role as Head of Shipping at Stena AB.

**Niclas Mårtensson** has more than 10 years' experience of working in different senior positions within Stena Line including Route manager in Germany and Poland, COO and most recently as Deputy CEO.

"This appointment is a natural step in our development process.

We are pleased that we have recruited a CEO internally who will be able to fully focus on realising the strategy," said Carl-Johan Hagman.

"I'm really looking forward to the exciting assignment, with our customers in focus, of realising our journey towards

a sustainable and digital company. The transportation needs of our freight and travel customers continue to increase and evolve and Stena Line, with its comprehensive European network, is well positioned to meet that demand in a sustainable way," said Niclas Mårtensson.



New CEO Niclas Mårtensson

## Irish Continental Group Reports Solid Financial Performance

Irish Continental Group, Chairman John B. McGuckian has reported what he calls 'a strong performance' for the first six months of the financial year underpinned by increased car and freight volumes, lower fuel prices and increased charter revenues.

In the second half of the year the uncertainty caused by the outcome of the UK Referendum on European Union membership had an initial negative impact on tourism bookings which have since recovered. Tourism carryings over the key summer months were broadly in line with expectation though the continuing Sterling weakness since the end of June has resulted in lower Euro equivalent tourism yields.

Added the Chairman: "The UK Referendum

result has, to date, had very little impact on RoRo freight volumes which remain strong. Notwithstanding the impact of weaker Sterling ICG is well placed to benefit from the underlying growth trends in both car and freight volumes."

RoRo freight carryings in the period from 1 July 2016 to 27 August 2016 have remained strong and are exhibiting continued growth. Total units carried amounting to 44,200 represented an increase of 4%

over the corresponding period last year. Cumulatively in the period from 1 January 2016 to 27 August 2016, Irish Ferries carried 287,900 cars up 4% while the number of passengers carried declined to 1,162,100 passengers, down 2%, compared with the same period last year. In the Roll on Roll off freight market, Irish Ferries carried 183,300 units, an increase of 5% compared with the same period in 2015. In the period from 1 July 2016 to 27 August 2016, the Container and Terminal division container carryings were 47,300, an increase of 1% on the corresponding period last year. Port lifts were 44,800, an increase of 2% compared to the same period last year. Cumulatively in the period from 1 January 2016 to 27 August 2016, container freight volumes shipped were up 6% at 200,000 teu compared with the same period last year. Port lifts rose by 28% to 189,600 lifts year on year, helped by the additional operations at Belfast in the first half of 2016.



## The Irish Sea Freight Specialist

- Over 50 weekly departures
- Purpose built freight ferries
- Unaccompanied trailer specialist
- Committed to the transport industry

Warrenpoint

Dublin

Heysham

Liverpool



The Commercial Team @ Irish Ferries Freight: Alan Brady, Kevin Delanty, Norma Farrell, Richard O'Brien – Business Developers. Eugene Carron, Freight Manager. Marc Whelan, Senior Freight Business & IT Systems Developer, Matt Boylan, Senior Business Developer, Ger Galvin, Freight Sales & Marketing Manager.

**An Innovation Excellence Award for a brand new online experience. A new cruise ferry being built at a cost of €144 million. A team of highly qualified business professionals and a very strong first half 2016 – Freight Manager at Irish Ferries, Eugene Carron talks about a remarkable time of development for the company.**

It would have been easy to put together a replacement online system for our customers that followed the standard booking model but easy was not the driving force behind our thinking. Irish Ferries Freight was on a mission to break the mould when it came to an online user experience.

*"Irish Ferries Freight was on a mission to break the mould when it came to an online user experience."*

Technology is a significant driving force in business, learning what the market wanted and making it great became an obsession during the development of freightengine® our online business tool. We created something new that we believed in then we refined it until

it worked. Because there is nothing like it in our space, we had doubts, but we felt that because we were doing something completely unique that if we were not having doubts we were not pushing hard enough.

Having our efforts rewarded by an independent judging panel is a real privilege for the Freight division. This new development will lead to more new developments and that is what makes it worthwhile and exciting.

### **Attitude is key®**

This is a tag line that leaves no room for complacency. We see it as our job every day to make the customer experience better. Our customers are tremendously loyal and valued to Irish Ferries Freight and we are obliged to serve them well.

Of course it helps that we run a modern fleet of multi purpose vessels which are purpose built for the strategically significant routes on which we operate.

*"This is a tag line that leaves no room for complacency."*

### **Building the future**

There is a real buzz around ICG's recent announcement to build a new cruise ferry in Germany at a cost of €144 million. It's all big numbers – 1885 passengers and crew, 435 cabins, 2800 lane metres of freight which translates to 165 freight vehicles. Due for delivery in May 2018 this vessel will serve as a significant addition to the freight product offering maximum flexibility and reliability to our established route network. Such massive investment is testament to Irish Ferries commitment to the future of the freight transport and logistics sector.

*"Such massive investment is testament to Irish Ferries commitment to the future of the freight transport and logistics sector."*

### **The Commercial Team**

Hardware and software evolve and processes change rapidly within the freight arena but the driving force behind all of this is a team of people with foresight and adaptability who don't recite from a manual but rather





customise every interaction with the customer to suit the individual business need.

*"There is a real hunger for finding new and better ways to deliver business."*

We very firmly work as a team and have tremendous respect for our customers. There is a real hunger for finding new and better ways to deliver business from the commercial crew. The working environment is positively energetic and we want this to powerfully translate to the customer. These folk are driven to take the freight business to the next level with intelligence and enthusiasm. What's

happening in the industry in terms of change and innovation needs strong players excited by that change.

## Outlook

Irish Ferries has delivered a very strong performance in the first half of 2016. Freight volumes are up 6% and passenger cars are up 6% indicating an overall robust market.

The outcome of the UK Referendum on European Union Membership has, to date, had little impact on freight volumes with second half volumes remaining robust. The volatility in the Euro-Sterling exchange rate has become a real challenge for both importers and exporters and I have

no doubt that the Brexit referendum will have significant implications for the Island of Ireland in the years to come. Notwithstanding the external environment strong domestic economic growth in the Irish economy is very encouraging.

As we enter into one of our busiest times of the year we are committed to being relentless in continuing to deliver the most innovative, the most personal, the most professional service to our very valued freight business.

**Attitude is an important part of the foundation upon which we build this commitment.**

visit [www.irishferriesfreight.com](http://www.irishferriesfreight.com)



Matt Boylan and Marc Whelan



Eugene Carron and Ger Galvin



## Another Record-Breaking Year-To-Date For Mercedes-Benz Vans

**Mercedes-Benz Vans is celebrating yet another record-breaking year so far, with 26,267 vans registered by the end of September – an increase of 1.6% on the same period last year.**

**September has been** the second best ever month for Mercedes-Benz Vans in the UK, second only to September 2015, which is a fantastic result for the brand. Last month was also the highest ever Citan sales month in the UK.

Mercedes-Benz parts sales revenue has also increased year-on-year by 2.1%, driven by increased workshop sales. Service Plan sales also are up 31% overall, compared with the same period in 2015.

In addition to this, Mercedes-Benz Financial Services has paid out a total of £214m finance volume so far this year, which is a 5.6% increase on 2015.

Steve Bridge, Managing Director, Mercedes-Benz Vans, said: "I absolutely believe that we have the right products, people and processes to keep our customers' businesses moving, and our year-to-date results for 2016 prove that. I look forward to sharing our end of year results, which are set to be our best ever."

## Renault Kangoo can now be specified with Ready4Work racking and storage solutions

**Renault has introduced Ready4Work racking for the Renault Kangoo, the high-quality racking and storage solution ensuring that customers can benefit from a van that is ready to go straight to work.**

**As with the** official Ready4Work racking systems available for the Renault Trafic and larger Master, the Kangoo version is installed into a customer's van before delivery and saves owners from the inconvenience of having to wait while their vehicle is fitted out. Unveiled at the 2015 Commercial Vehicle Show and developed in partnership with vehicle storage specialist Bri-Stor, the Renault

Kangoo Ready4Work mobile workshop racking systems are designed to cater for the in-van storage requirements of the vast majority of small businesses and trades. Available for the Kangoo and 100 per cent electric Kangoo Z.E standard length panel vans, there are two versions of Ready4Work racking available. Kit 1 is designed to provide engineering tradesmen with an

economical racking solution that offers storage for tools, parts and accessories together with the option to add additional features, while Kit 2 is designed to suit the more specialised tradesmen who require an enhanced racking solution for the storage of tools and service equipment. Both Ready4Work racking kits are covered by the four-year/100,000 mile warranty that comes as standard with the

Renault Kangoo and the rest of Renault's best-selling LCV range. As the storage systems are supplied with the Renault Kangoo, another significant benefit is that the cost can be incorporated in a single finance package arranged by any Renault dealership or the brand's specialised Renault Pro+ dealer network that is solely focused on the needs of business customers.

## Mercedes-Benz Citan is just right for Wrights

**Award-winning Wrights Design House prides itself on the quality of its luxury kitchens, and enjoys the same combination of exceptional form and function from its Mercedes-Benz vans.**



**Lisburn-based Wrights has** just commissioned its first small Citan. Like the three 3.5-tonne Sprinters and two mid-sized Vito models it was already running, the Long-bodied 111 CDI was supplied by Dealer Mercedes-Benz Truck & Van (NI). It has an impressively fuel-efficient engine, which produces 110 hp and is capable of returning an outstanding 61.4 mpg on the combined cycle.

The Citan is being used by surveyors to carry out site visits, and by staff undertaking smaller jobs. Wrights' two Sprinter 313 CDI panel vans and the pair of Vito 111 CDIs are allocated to teams of kitchen fitters and carry all their tools and materials, while its single Sprinter 313 CDI chassis cab is fitted with a large box body and tail lift, and used to deliver materials for larger jobs and collect construction materials.

"We serve a very discerning customer base so it's important to project the right image," said Managing Director Glen Wright. "When our uniformed staff turn up at a client's home in a smart-looking Mercedes-Benz van it certainly helps to underline the high standards to which we work."



# MAN Move Into Van Market

**With an available range between 3.0 and 44 tonnes, MAN is evolving into a full service provider when it comes to having the right solution for every transport task.**

**The new TGE**, which saw its world premiere at the recent IAA show, sees MAN transferring all its usual customer oriented services from the truck business into the transporter class.

There are two wheelbases, three roof heights and three vehicle lengths to choose from. The vehicle lengths for the closed delivery vans range from 5,983 mm to 6,833 mm and even up to a 7,388 mm long MAN TGE with large overhang. The vehicle heights are estimated at 2,340 mm, 2,575 mm, and 2,800 millimetres. The corresponding combination results in a maximum load volume of 18.3 cubic metres.



The entry-level MAN TGE starts at 3.0 tonnes permitted total weight – with the upper end of the range being 5.5 tonnes. An additional 3.5 tonnes can be added via a trailer coupling. The maximum payload provided by the 3.5 tonne vehicle is extraordinary. In an ideal scenario, it can carry up to 1.5 tonnes of cargo.

The range of available powertrains is equally extensive. Depending on the permitted total weight, there is a choice between front-wheel drive, rear-wheel drive and all-wheel drive, all of which can be coupled with either a 6 gear manual transmission or an 8 gear automatic transmission.

With the MAN TGE, a whole new generation of diesel engines is born. It had its debut a good year ago in the globally renowned and successful Volkswagen Transporter, and thus once again embodies long service life and reliability. The range of the 1,968 cm<sup>3</sup>-large engines comprises versions with 75 kW/102 HP, 90 kW/122 HP, 103 kW/140 HP and 130 kW/177 HP.

The TGE has numerous well-thought-out shelves and racks to support the driver in his everyday tasks. The driver's seats, available in four different



designs, offer ideal padding and shape for optimal long-distance comfort.

With the standard EBA (Emergency Brake Assist), MAN makes an essential contribution to traffic safety. Distance sensors serve to check critical distances from the vehicle ahead and help to shorten the stopping distance. The integrated city EBA function also automatically brakes the vehicle at low speeds, thereby reducing one of the most frequent causes of accidents, minimising downtime and repair costs, and increasing the residual value, while cruise control ensures a high level of comfort on long stretches of motorway.

The new MAN TGE will be on sale from March next year. Production starts in April 2017. The market launch in Germany, Austria, Switzerland and the Netherlands will take place two months later. Additional countries in Europe will take delivery of the new MAN in the autumn.

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# World premiere of the new Crafter

Volkswagen Commercial Vehicles has presented the new Crafter, voted Van of the Year, to around 350 international media representatives in Offenbach in Germany.



**With a maximum** payload of 5.5 metric tonnes, a larger maximum cargo volume of 18.4 m<sup>3</sup> and an excellent variety of drive types and derivatives, the new Crafter offers highly functional solutions for everyday use that meet customer expectations for individual transport tasks in all use areas.

The new Crafter features a chassis that has been redeveloped from the ground up with electromechanical steering, engines that are reliable, more fuel-efficient and optimised for both long trips and urban traffic, well thought-out solutions for loading, practical preparations for superstructure manufacturers, an ergonomic driver's workplace and an exceptional number of driver assistance systems.

The entire vehicle concept was based on specific customer wishes, as Dr Eckhard Scholz, Chairman of the Board of Management of Volkswagen Commercial Vehicles, explained at the event in Offenbach: "The development of the new Crafter was a unique opportunity to avoid all compromises while drawing upon our decades of experience in the market segment. The new Crafter represents a fusion of product focus and customer focus. In other words, we developed this vehicle from the customer's perspective."

This is easy to see, even at first glance. The Crafter makes good use of the design structure and exemplary quality of its "smaller

sibling", the sixth generation transporter: dynamic, contemporary and agile on the outside, at the same time it offers robust inner values such as the greatest possible payload, an ideal cargo volume of up to 18.4 m<sup>3</sup> and a maximum cargo space height of 2,196 mm.

An extremely wide range of derivatives is offered for the new Crafter, including high tonnage versions. As a panel van and Kombi, the new Crafter is available in various lengths (5986 mm, 6836 mm or, for the panel van, 7391 mm as well) and heights (2355 mm, 2590 mm or, for the panel van, 2798 mm as well). On top of that come open variants as single or double cab versions with varying lengths and with or without superstructure solutions, e.g. as a pick-up, with a van body or a tip-up mechanism.

In the front-wheel drive version, it offers a maximum cargo capacity of 18.4 m<sup>3</sup> with a permissible gross weight of 3.0 – 4.0 t. The cargo width between wheel arches of 1,380 mm and a maximum cargo compartment length of 4,855 mm give it the best package dimensions of its vehicle class.

Loading the new Crafter is easy thanks to the 1,311 mm opening of the sliding door, a minimal sill height of 570 mm on the front-wheel drive versions and optional 270° opening of the rear doors. The new Crafter offers an ingenious solution for securing loads: the cargo can be secured "from all sides"

in the most literal meaning of the words. Anchor tracks in the form of patented airline profiles are integrated on the sidewalls, the partition wall, in the roof and in the floor.

The new Crafter's standard features include electric windows, central locking with wireless remote control and practical and ergonomically designed storage features for a mobile phone, laptop and tablet, folding rule, working gloves and much more.

The driver assistance systems available for the new Crafter offer additional convenience and associated gains in safety. Thanks to the electromechanical steering, being used for the first time in its class, the new Crafter provides an outstandingly wide array of active driver assistance systems, such as an active lane-keeping system (Lane Assist), a parking assistant (Park Assist) and an assistant for manoeuvring a trailer (Trailer Assist). Other assistance systems, some of which are optional, include the "ACC Follow-to-Stop" adaptive cruise control system, the Front Assist emergency braking system, the standard Automatic Post-Collision Braking System, the side wind assistant that is also standard, driver alert system, automatic main beam dipping control by Light Assist and much more.

Available passive safety systems include – along with front, side and head airbags for the driver and front passenger – a reversing camera, Rear Traffic Alert, and sensor-based side protection that was specially developed for the new Crafter.

## Ford Records Highest Ever September CV Sales

**Ford was the UK market leader in total vehicle, car and commercial vehicle sales in September.**

**Ford achieved its** highest September CV volume on record with over 20,000 registrations, according to the Society of Motor Manufacturers and Traders.

Andy Barratt, Ford of Britain chairman and managing director, said: "Vehicle sales are boosted in September due to the number

plate change, and in combination with March sales account for a third of the UK annual total. Ford's best-ever car and CV ranges have contributed to Ford sales for March and September combined exceeding 150,000.

UK commercial vehicle sales in September were up 1.9 per

cent at 59,857, compared with September 2015. At 19,434, total sales of Ford CVs were at the highest level ever recorded for a September sales month, and the second highest monthly record of all time, exceeded only by the 20,735 sales recorded in March this year. Ford CV sales for the month and for the year

to date are more than double those of its nearest rival.

For the year to date total UK CV sales were up 2.7 per cent at 291,714, compared with the same period in 2015. Total sales of Ford CVs for the year to date were up 19.2 per cent at 90,141 compared with 2015.



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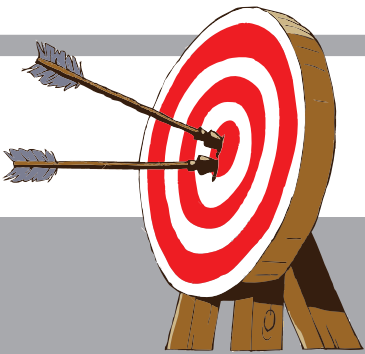
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